

DISTRIBUTION & WAREHOUSING

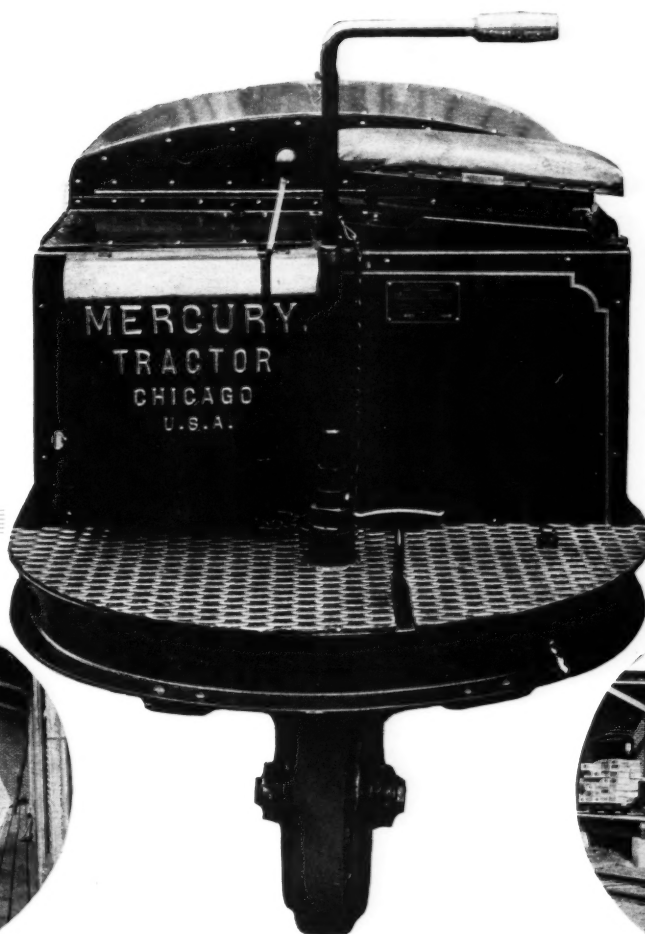
FORMERLY
TRANSFER & STORAGE

U. S. Department of Agriculture

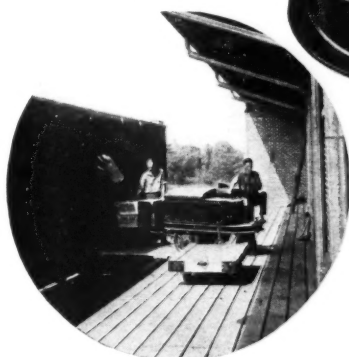
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U. P. C. Building, 238 W. 39th St.
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September, 1920

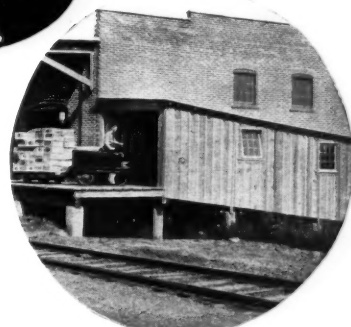


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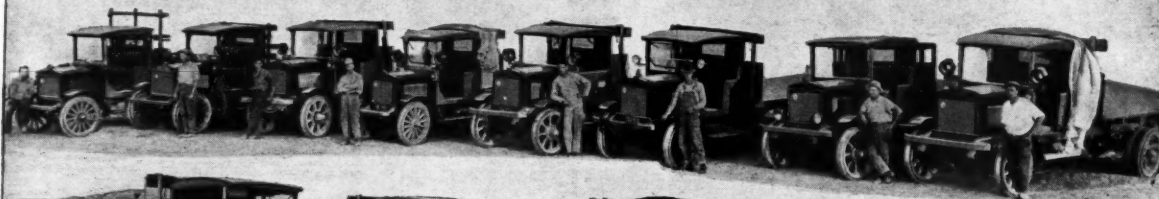
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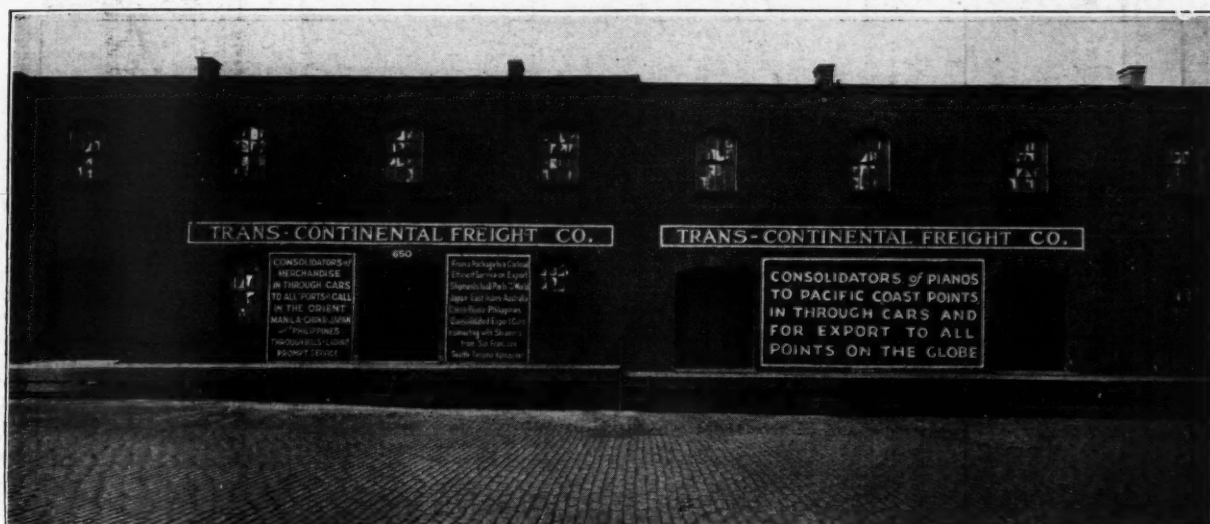
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What we do for others We can do for you

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The most satisfactory solution of this important problem has been afforded many manufacturers by the

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*The Distribution Service Which Is Different—
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of
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**HYATT ROLLER BEARING COMPANY
INDUSTRIAL BEARINGS DIVISION
NEW YORK, N. Y.**

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

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New York...326 Whitehall Bldg.	1537 Boatmen's Bank Bldg.
Boston.....640 Old South Bldg.	New Orleans
Philadelphia...272 Drexel Bldg.	203 Marine Bank Bldg.
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assertion bears re-
peating

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Others put them on because they cushion the truck.

For whichever reason they are bought, the owner gets not only the particular feature or features that appealed to him, but mileage such as he cannot get from any other type of tire, pneumatic or solid.

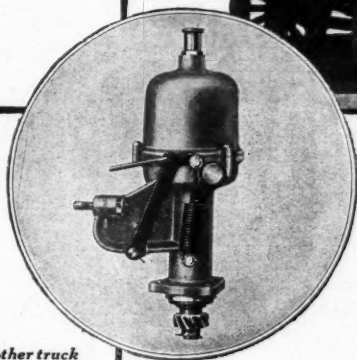
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New York

The owners of this 3½-Ton Clydesdale Van can justly claim to be "The Better Movers" when they operate such equipment.



No other truck has it — "The Driver under the Hood"

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THE CLYDESDALE MOTOR TRUCK COMPANY
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CLYDESDALE

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Another

FEDERAL



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DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MAT-
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Volume XIX

NEW YORK, SEPTEMBER, 1920

No. 9

It's the Top Rung Which Counts!



Drawn by Leo Joseph Roche

The topmost rung in the Warehouse Ladder of Success should properly be labeled SERVICE.

Until the storage executive whose life job is assisting the manufacturers in moving their commodities from factories to retailers has succeeded in climbing to the SERVICE rung of the ladder he has not reached the top.

The SERVICE rung is where the ripened fruits of distribution business are hanging. The warehouseman who can ascend to that rung—and stay there—is the warehouseman for whom the national distributors of merchandise are searching.

Once the warehouseman has reached the SERVICE rung, he will find his business getting bigger and better. For he is standing on a foundation so high up that he can pluck the fruits called Profits from the Tree of Distribution.

There is a rich growth of this vegetation in the United States to-day—an orchard that is expanding rapidly in the forestry of Commerce. The Profits that are unplucked are worth millions to the warehousemen if they can reach that top rung called SERVICE.

Mr. Warehouseman: Climb! Square your feet on SERVICE! Get up where the Profits hang within your reach! Once you get there, the plucking will be easy. But you've got to reach there first!

Mr. Warehouseman:

Are You Selling What the National Distributor Wants? It is—

GILT EDGED SERVICE

The Procter & Gamble Company Is Buying It Now From 160
Merchandise Storage Executives, and It Is Something Which

WILL ELIMINATE THE JOBBER

THE Procter & Gamble Distributing Co. is plunging into the market—the Warehouse Market—where *service* is bought and sold.

In the Warehouse Market, *service* is the trade name for the stocks and bonds which the national distributor purchases. The Procter & Gamble company is investing heavily in these stocks and bonds—the ones which are gilt-edged—and in time will purchase more.

Should it transpire, here and there, that some of these stocks and bonds are nothing but bits of worthless paper, such securities will of course lose their market value in Procter & Gamble's private Bank of Business.

And the sufferers will be the Storage Brokers—the merchandise warehousemen—who foisted them upon the Warehouse Market in the guise of negotiable certificates.

At present the Procter & Gamble Bank of Business has in its vaults the stocks and bonds—*service*—sold to the company by approximately one hundred and sixty of these Storage Brokers. Following is the story of why and how Procter & Gamble is plunging to-day in this Warehouse Market where *service* is bought and sold:

FOR years, Procter & Gamble, producers and distributors of soaps, soap powders, Crisco and other cooking fats, sold to the retail trade through the instrumentality of the jobber.

Jobbers, as every one knows, are likely as not to be handling a dozen different brands of soap. Jobbers send forth their own salesmen to sell the commodities they handle.

In the case of Procter & Gamble, these jobbers' salesmen, many of them with soap to dispose of, competed in the same territories with Procter & Gamble salesmen selling Procter & Gamble soaps. Or perhaps the jobbers' sales agents were operating in communities where

Procter & Gamble salesmen were not on the ground; in which instances these jobbers' representatives, if they were selling a dozen brands of soap, certainly were not concentrating their efforts on Procter & Gamble products.

Obviously this was not, for Procter & Gamble, a healthy situation. It meant smaller sales of P. & G. goods—and smaller sales are equivalent to smaller profits.

So it was that Procter & Gamble tried out an experiment. In the New York metropolitan district and in New England, not many years ago, the company began to sell its products direct to the retail trade.

To-day, as a sequence to the success of its experiment, the Procter & Gamble Distributing Co. is selling direct to retailers over the entire country. It has just adopted a system whereby it purchases service and space in merchandise warehouses in all parts of the United States—from one Portland to the other and from the northern border to the waters of the Gulf.

Why? To quote from a formal statement given to *Distribution & Warehousing* by an official of the company:

"The increasing importance of our cooking fat business, combined with the large volume of our soap and soap powder business, has

made it necessary that we be in closer contact with the retail trade at the lowest cost in order to render the greatest value possible to the consumer. Experience in selling upon the direct basis in the metropolitan district in New York and in the New England States has influenced us greatly in making our decision to extend direct selling.

"To this end, district offices and warehouse stocks have been established throughout the United States in order that all territories may be served to the best possible advantage.

"This change in policy will be significant not only to this large corporation itself in all its branches, but also to all the smaller organizations with which it comes in business contact right on down to the retail grocer and his customers.

"Selling Direct"

"One of the most important factors in this method of distribution, of course, is the warehousing. 'Selling direct' is only a different way of saying 'delivering direct,' and the prompt, careful, accurate, scrupulous delivery of goods is the foundation of a successful and prosperous business.

"The smallest retailer needs at times as prompt and courteous treatment in the matter of delivery as a much more important customer. For he has families to be supplied with our products, and may be in urgent need of these particular goods."

Purchasing space in a warehouse is comparatively a detail. There are plenty of storage plants with this commodity to sell. But the Procter & Gamble company goes farther than this in relation to its requirement.

It wants *service*—but it wants **SERVICE - THAT - IS - SERVICE**. Otherwise it is not in the market to buy any kind of service at all. If it can obtain exactly the kind of service it wants, it is willing to pay well for it—and is paying well for it to-day.

Warehousemen's ideas as to what

THE STORY

THE merchandise warehouse as a channel through which to distribute products from factory to retailer has been selected by the Procter & Gamble Distributing Co., manufacturers of soaps, soap powders, cooking fats and lard substitutes.

From the national distributor's viewpoint this means that a producer of commodities which are widely used, and commonly known to American households, has reshaped its policies and methods in moving goods forward. The company is now selling direct to the retail trade.

From the storage executive's viewpoint, these changes in policies and methods possess important business significance; they are equivalent to recognition, by a leading national distributor, that the merchandise warehouse is an economic unit in quickening the life of the commerce of the country.

Read this story telling how and why a big manufacturing company is buying service and space in eight score of warehouses situated in all parts of the United States.

constitutes *service* vary in an amazing way. The live-wire, up-to-the-minute, standing-on-his-toes storage executive knows what *service* is and how to provide it to the satisfaction of the national distributor who is his customer. He is aware that *service*—**SERVICE-THAT-IS-SERVICE**—builds business and attracts profits.

The Procter & Gamble company is prepared to help the **SERVICE-THAT-IS-SERVICE** type of warehouseman build business. The storage executive who is concentrating to-day on "prompt, careful, accurate, scrupulous delivery" of P. & G. goods, as asked by the P. & G. company, has the assurance from the company that *continued service* will attract to that warehouseman's plant the additional business which P. & G. salesmen are developing in his territory.

Ideas and Ideals

Every national distributor who routes goods through warehouses has his *service* ideas and ideals, and likes to turn his storing and handling accounts over to the ware-

houseman who is prepared to live up to those ideas and ideals. It is the distributor's business, of course, to do just that, in the hope of moving his products speedily and economically. With this fact in mind, it will interest both the distributor and the warehouseman to know something concrete about the P. & G. ideas and ideals on *service*.

Representatives of Procter & Gamble who went warehouse-hunting in the New York metropolitan district and through New England returned rich in experience—experience which was turned to good account when the company decided to change its policy and extend "direct selling" through the agency of the warehouseman.

Railroad Sidings

In selecting a warehouse, then, the company has a number of fundamentals always in mind. Following are some of the more important ones:

Railroad sidings. These are of importance, the company considers. A majority of the New England warehouses which handle P. & G. products are located adjacent to railroad sidings. The advantage, of course, is obvious—elimination of carting and cartage charges.

Location of town. It is preferable that the warehouse be in a community tapped by a main line railroad which serves one of the P. & G. factories. This tends toward quick transportation of car-load lots and toward less switching and rehandling.

Water. The ideally-located warehouse, from the P. & G. distribution viewpoint, is one from which shipments may be made both by main line rail and by boat. In one New England city the company has a long-term lease on a wharf, and its costs of distributing costs are thereby lowered in that territory.

Rates. The traffic representatives of Procter & Gamble are of the opinion that the warehouseman does not lessen his value to the distributor by having a knowledge of freight tariffs; c.l. and l.c.l. It is

true that at the company's Cincinnati headquarters there has been worked out a freight tariff system that probably is as nearly complete as anything of its kind in the country—ledgers containing c.l. and l.c.l. rates from the company's factories to all towns in the United States. This includes both rail and water tariffs. With this centralized traffic department of its own, the company has no need to depend upon rate knowledge by the warehouseman; nevertheless, the P. & G. theory is that the warehousemen who handle P. & G. products is a P. & G. representative and part of the P. & G. distributing system, and there may arise instances where the warehouseman's familiarity with rail and water rates would be of material assistance to the company. The point is emphasized, too, that every national distributor has not worked out the tariff situation so systematically as has the P. & G. traffic department. Incidentally, with the new advances in freight rates that department has a gigantic job on its hands—bringing its ledgers up to date.

Promptness in handling goods. In this connection, the P. & G. company wants to have its business in the care of a warehouseman who will take a direct interest in quick delivery of commodities. To quote an official of the company:

"If the warehousemen remind themselves constantly that they are helping to promote the economic distribution of the manufacturer's goods to the people who use them, and visualize the needs of these goods in the homes of their communities, one more factor is added to the force that keeps business running smoothly and prosperously.

Filling Orders

"One of the most important points to be kept in mind by the warehouseman is the prompt handling of orders, and close attention to this feature will do more than all else to cement the business relations between manufacturer and

warehouseman. The warehouseman's aim should be to ship all orders, as near as possible, the day they are received, for only by this character of service can the account be satisfactory to the manufacturer.

"We believe that if the warehouseman would only place himself

PROCESS OF SELECTION

In choosing a warehouse around which to build business the Procter & Gamble company takes into consideration a large number of fundamentals, including:

1. Railroad sidings.
2. Location of town.
3. Proximity to water route.
4. Promptness in filling orders.
5. Correspondence.
6. Approach to warehouse.
7. Trucking facilities.
8. Moving goods in rotation.
9. Low insurance. And—
10. SERVICE generally.

in the position of the retailer and manufacturer he would then realize the service necessary to bring satisfaction to all concerned. As is often the case, the retailer waits until he has practically exhausted his stock of soap before placing his order. When this order is received by the manufacturer it is at once entered and begins its journey through the office and is mailed that night direct to the warehouse with bill of lading and full shipping instructions.

"Just as soon as this order reaches the warehouse, the date received should be stamped on the order and every effort made to have this order filled and shipped that day, or possibly the day following. The order must not be allowed to lie around two or three days on some desk or in some file basket. The importance of prompt handling of orders cannot be overestimated."

Prompt correspondence. Failure to answer letters quickly is an evil too prevalent in many warehouses, according to many traffic managers. The P. & G. company has found evidences of it. Aside from

the annoyance, it hurts business. The P. & G. company wants early replies without having to consume time and postage in follow-up letters. And this desire is not peculiar to Procter & Gamble; ask any distributor.

Better Highways

Approach to warehouse. Warehouse architects and engineers emphasize this fundamental in consultations with prospective builders of storage plants. In one instance, poor approach cost a warehouseman some profitable P. & G. business. This warehouseman's plant was a mile from town—and the road leading to it was up-grade and rough. On smooth highways larger loads may be the easier carried—and at less expense both to warehouseman and to distributor. This emphasizes why every warehouseman should get behind the good roads movement in America.

Trucking. The Procter & Gamble company prefers to deal with a warehouseman who has his own motor trucks or teams or both. When the warehouseman uses another man's vehicles for carting or distribution, the distributor is dealing with two men instead of one—responsibility divided—and is apt to be paying more than he should for cartage. Moreover, the warehouseman and the truckowner may not be operating altogether on congenial terms—and such a situation does not help the movement of the manufacturer's goods. Such is the P. & G. way of reasoning.

Moving goods in rotation. On this point a P. & G. official explains:

"An important point is the placing of stock in storage and the drawing of the stock out as orders are received. All goods should go from the manufacturer to the consumer by as smooth and direct a route as possible, with added consideration for the goods themselves that they may reach the customer in perfectly good condition.

"The simplest way to do this is to ship on orders those goods that have been longest in storage. This routine, if carefully and infallibly

followed, will move all goods out of the warehouse in the order in which they were received."

Similarly, the company desires that its goods in storage be kept separate in relation to brands and in relation to sizes—to avoid confusion and loss of time in filling orders. It prefers that all P. & G. products be grouped, to the same end.

Insurance. It is the warehouseman with low insurance rates who is the more likely to get P. & G. accounts—other fundamentals of service being equal. Which illustrates the desirability of eliminating the warehouse from the hazardous risk class as defined by the National Board of Fire Underwriters.

Many Systems

The foregoing may be said to be the "high spots" in the P. & G. ideas and ideals in respect to *service*. Speaking in a general way, an official of the company adds:

"There are other important details which can be a source of continual aggravation and accumulate grievances that bear serious results if they are not promptly and properly attended to. Every manufacturer has a system which must be accepted, complied with and followed with tolerance, if necessary—with co-operation, under any circumstance.

"These details vary, the systems vary, the forms vary, but they all serve one purpose, and one only: Success in giving the families and households of the community the things they need promptly, steadily, economically and in good condition.

"For instance, the checking of cars as they are received and unloaded, reports on receipts and deliveries, regular stock reports, daily reports on orders received and delivered, reports on condition of stock, etc., etc.

The Rule Simple

"Handling business for another as if it were one's own is as simple

WHAT P. & G. DISTRIBUTES

These are the commodities which warehousemen are handling for the Procter & Gamble Distributing Co.:

Crisco, a cooking fat.
Flakewhite, a cooking fat.
Ivory soap.
Ivory soap flakes.
Lenox soap.
P. & G.—The White Naptha soap.
Star soap.
Star naptha washing powder.
Soap chips, flakes and powder in barrels.
Cottonseed oil in barrels.
Glycerine in drums and tins.

and satisfactory a rule as any to follow."

The Procter & Gamble company does not utilize warehouses with the thought that freight bills always can be made smaller by shipping in carload lots direct to warehouse and thence l.c.l. to destinations. For there are few warehouses so fortunate as to be located at natural rate-breaking points so that such saving is possible. The P. & G. object of distributing through public storage plants may be said to be threefold:

First, so that the company may do direct selling and have its busi-

ness entirely within its own control from a sales viewpoint.

Second, that stocks in large volume may be located near the retailers.

Third, but not least, that the kind of *service* may be purchased which concentrates on the rapid and economical moving of P. & G. products.

For its distribution purposes, the company has divided the United States geographically into some eighteen districts—by groups of States, sometimes by individual States, and in some instances by counties.

Some Sales Details

In each of these districts there is an individual sales organization. From every sales center the P. & G. salesmen go forth to sell products. Orders obtained from the retailer are not sent to the warehouseman but to the district sales headquarters, and orders then are circulated to the warehouses in the district over which that sales headquarters has jurisdiction. In each district there is a P. & G. traveling representative—"Order and traffic man," he is called. His job is to call at the storage plants in his district, look after stock, smooth over any difficulties which may have cropped up, see that orders are being handled promptly, trace cars and generally exercise supervision and give counsel.

Procter & Gamble has factories located at Ivorydale, Ohio; Port Ivory, on Staten Island, within New York City; Dallas, Tex.; Kansas City, Kan., and Macon, Ga. Warehouses are supplied from the nearest factory.

AND that is the story why and how the Procter & Gamble Distributing Co. is plunging in the Warehouse Market and buying the stocks and bonds called *service*.

It shows the necessity, on the part of Storage Brokers—the merchandise warehousemen—of making certain that those stocks and bonds are to be of gilt-edged character. Otherwise how can Procter & Gamble—and other big national distributors—be expected to buy them?

New Shippers' Association to Issue

STATEMENT OF PRINCIPLES

in relation with the warehouse industry. Text will disavow any intention to keep down storage rates. Standardization committee has assembled reports from seventy-five warehouses and finds no two are alike.

THE first gathering of the board of directors of the Shippers' Warehousing and Distributing Association, organized at Chicago last June, will be held in the same city early in September. A virtually 100 per cent attendance is expected.

Out of this meeting, it is anticipated, will come a formal statement which, addressed to the warehouse industry generally, will emphatically disavow any purpose on the part of the new traffic men's organization to interfere in any way with the established principles of warehousing or to function as a rate-regulating instrument.

It has been the thought of some of the warehousemen who have opposed the formation of the shippers' body that its members, through conferences and conspiracies, would endeavor to bring pressure to bear against storage executives who increased tariffs—that the new association as a body might go so far as to agree to withhold distributing business from any warehousemen who might not be inclined to adhere to rules perhaps arbitrarily imposed by the manufacturers' representatives.

By the members of the Shippers' Warehousing and Distributing Association this line of reasoning is declared to be ridiculous. Nevertheless, it has been deemed wise by the officers to give cognizance to the circumstance that opinions of this character are being expressed in certain quarters of the storage industry. Accordingly, the statement to be issued by the directors—possibly in the form of a resolution—will be designed to set at rest for all time the existing apprehension. Assurance will be sent to the warehouse interests that the association has no ulterior motives; that the sole aim is the strengthening of the co-operative relationship between distributor and shipper, through standardization and through betterment of business that is to be gained by personal contact at friendly conferences.

Statement to Be Carefully Prepared

Because of the fact that so many of the progressive men in the warehouse business have steadily encouraged the formation and growth of the new association, the effort now to be made to allay the suspicions entertained by storage executives who have opposed, is not expected to be a difficult task. The statement will be one carefully prepared, and will reflect in part the ideas of some of the warehousemen with whom officers of the association have talked individually since the convention in June.

The directors of the association are the president—John Simon, Keystone Steel & Wire Co., Peoria, Ill.; three vice-presidents—Allen H. Barnes, Horlick's Malted Milk Co., Racine, Wis.; John J. Sinnott, F. F.

Dalley Corps., Ltd., Hamilton, Can., and W. B. Everest, Westinghouse Electric & Manufacturing Co., East Pittsburgh; the treasurer—P. T. MacKie, American Sugar Refining Co., Chicago; and I. L. Colborn, Amour Grain Co., Chicago; J. A. Gerlin, Bon Ami Co., New York City; E. Wallace, Kellogg Toasted Corn Flake Co., Battle Creek, Mich.; V. O. Dodge, O. & W. Thum Co., Grand Rapids, Mich. The meeting will be attended also by the association's general counsel, Francis D. Campau, general counsel for the Furniture Manufacturers' Association of Grand Rapids.

Conflicting Forms

A subject of equal importance to be brought up at Chicago will deal with standardization of forms used by shippers and warehousemen in the distribution business. The Committee on Standardization and Simplification of Forms will submit a report based upon its work thus far. This committee, of which John Wilson, manager of the western division of the Hygienic Products Co., is chairman, has obtained copies of the forms used in about seventy-five warehouses, together the forms favored by members of the traffic association. Analysis has shown that hardly any two of these are alike.

At meetings which the standardization committee is arranging with Chicago warehousemen—including members of the Illinois Warehousemen's Association and with P. F. Cassidy, western representative of the American Chain of Warehouses—it is purposed by both shippers and warehousemen to stand on an amicable working base, with elimination of all spirit of factionalism. "The warehousemen with whom we have conferred have promised to aid us in every respect," to quote Mr. Wilson. "The game will be played with the cards on the table, face up, and no deviation from this will be countenanced by either side.

The Standardization Committee has issued the following statement:

"The Standardization Committee of the Shippers Warehousing and Distributing Association has held several meetings and it becomes more apparent that there is an urgent, in fact, imperative need for such an organization, not only from the shippers' standpoint, but from the warehousemen, who will receive the greater benefit. Warehousing documents and forms have been received from about seventy-five warehousemen situated in all sections of the country, and for variety of colors, shapes and wording it would seem an unsurmountable task to evolve a practical working plan suitable to cover all conditions.

"A very exhaustive analysis of the situation shows a well-defined effort on the part of most of the warehousemen to arrive at a tangible solution whereby they can keep

their own records and also make an effort to do so for the shippers.

Plastic Minds Needed

"The average warehouseman does not visualize the situation close enough from the standpoint of the shipper, so that with ideas less plastic than they might be, he naturally adopts that method which seems to fit best his own requirements.

"A system will no doubt be evolved from these deliberations and a standardized form of warehousing documents adopted, which will eventually bring about a methodical handling of the shippers' business to the mutual advantage of all concerned.

"The plan which will be born from the chaotic mass must be equable for warehousemen and shippers, embodying sincerity and horse sense.

"The warehouseman has never had such an opportunity

presented for aiding himself as he has now, and the many vexatious questions with which he has to deal can be more readily solved through co-operation than by individual effort.

"In the near future the Standardization Committee will issue a call for a joint session of representatives from the various warehousemen's associations, as soon as the work has been carried to a point whereby it can be handled to advantage.

Majority Unbiased

"The warehousemen who may think that such a movement would prove detrimental to their interests have evidently not given the subject the benefit of their unbiased consideration, for the voluntary offers of assistance and co-operation would indicate that the majority have the right view point, and it is to be hoped that the outcome of this joint session may prove of mutual benefit to all of us."

Cost Accounting from the Bookkeeper's Viewpoint

In a Certain City the "Figure Fiends" Are Organizing to Help the Warehousemen to "Know Their Business"

"THE most earnest boosters of cost accounting propaganda among warehousing and transfer companies," remarked a storage firm's bookkeeper to a correspondent of *Distribution & Warehousing*, "are the bookkeepers."

"Why, then," the correspondent wanted to know, "do the bookkeepers not go ahead and install the accounting systems, if they want them so earnestly?"

"I reckon," the bookkeeper replied, "that in most cities the bookkeepers are ready to concede their inability to analyze the figures they compile; and they are waiting for their chiefs, who profess desire for uniform accounting systems, to provide cost accounting systems and order their use.

Bosses Lack Nerve

"In one city, and that's in our city," the bookkeeper continued, "the bookkeepers are not waiting. The various firms here have been figuring out on a rather hit or miss basis the charges they should make for certain services. Sometimes the chief and the accountant get together on some account, and after going into costs carefully they discover that the firm has been losing money on this account—and the charge is increased on an equitable basis. We bookkeepers have been reading about uniform accounting systems, and have been hearing our bosses talk of the prospect that eventually all the local firms will have a uniform system, so that we can know just what certain kinds of service cost in this town. Apparently the proprietors are waiting for somebody to force them into the use of uniform systems, and the adoption of some sort of basic standard for charges. Either they aren't sure that the proposed systems are ideal, or they haven't the nerve to get together in the adoption of a system.

"We bookkeepers are growing desperate, for we see more clearly perhaps

than the chiefs do the inadequacy of our present accounting systems. But we don't know how to remedy the situation in our own offices. We have plenty of information on our books, but don't know how to get that information into tables that will show costs accurately. We can't make our chiefs any more eager for uniform systems than they are. And we rather hesitate to tell them that we are not competent to install improvements!

Bookkeepers to Meet

"So we have decided this: We are going to hold a few meetings among ourselves. We are going to call in an expert accountant, to talk to us—if necessary pay him a fee—and so devise some method whereby we can get a start towards a uniform accounting system in this city. When we have a plan clearly outlined, and can see what good it can do, we will go to the organization of the proprietors and lay this plan before them.

"Right now our idea is that the firms might employ an expert accountant to oversee the bookkeeping in all the offices, spending a few hours each week with each accountant, and helping to install and maintain a system whereby we can analyze the figures on our books, and find out costs on each class of service.

"I think my books are very well kept. But I'm willing to admit that an expert might be willing to show me things about bookkeeping that I don't know. And it is certain that he can show me things about analyzing figures that I never thought of.

To Proceed Cautiously

"We are going about this thing cautiously, since we don't want to take too much responsibility for co-operation in cost accounting upon ourselves. But I believe when we have found out just what an expert accountant might do for

us the chiefs will encourage our efforts and be glad to see that there is a simple way to get started on uniform accounting.

"We will then leave it up to the proprietors to bring about the actual exchange of information on costs, and the development of basic rates for certain charges, and so forth.

"We are going into this thing in a spirit of helpfulness towards the warehouse and transfer firms, to try to work out a solution of the particular problems that our jobs throw us against."

(Editorial note: The foregoing expression of a warehouse bookkeeper's thoughts on cost accounting is published anonymously at the request of the correspondent who obtained the interview. The location is one of the big cities. The correspondent writes that he will turn in a more detailed story some day.)

New South Carolina Warehouse

CHARLESTON, S. C., Aug. 9—Shortage of material is held responsible for delay in completing the reinforced concrete storage structure of the Charleston Warehouse & Forwarding Co. Shippers have been inquiring for space and every effort is being made to have one section of the building in operation soon. Meanwhile the company is selling bonds to finance its business, which is capitalized at \$125,000.

Charter Granted

CLIO, S. C., Aug. 12—The South Carolina Warehouse Co. here has been granted a charter by the State to engage in cotton warehousing and brokerage business. The capitalization is \$25,000. J. C. Covington is president and J. E. Barrentine secretary.

The Ohmer Auditor:

A Mechanical Device for

Motor Truck Cost Accounting

—YOU WHO OWN MOTOR TRUCKS—READ THIS—

Mr. Warehouseman:

Cost accounting is a live topic in the storage industry to-day. Knowledge of expense of operating motor trucks is as essential as knowledge of expense of storage space, of handling, of non-productive labor, of insurance.

This is a story of a new mechanical contrivance designed to eliminate the driver's lead pencil report of a motor truck's operation. Human errors are not made when this truck bookkeeping system is used.

Mr. Shipper:

Adoption of a policy, in your plant, of knowing motor truck costs will serve to cut down your overhead. If your truck drivers are inefficient, your fleet superintendent should be in a position to tell you why.

A MECHANICAL accountant for keeping costs of motor truck operation is being placed on the market—a device designed to eliminate the use of a lead pencil by the truck driver and to produce for the truck's owner the actual figures—printed and not written, machine-made and not human—showing the expense of moving the commercial vehicles so commonly used in the warehousing and distribution industries.

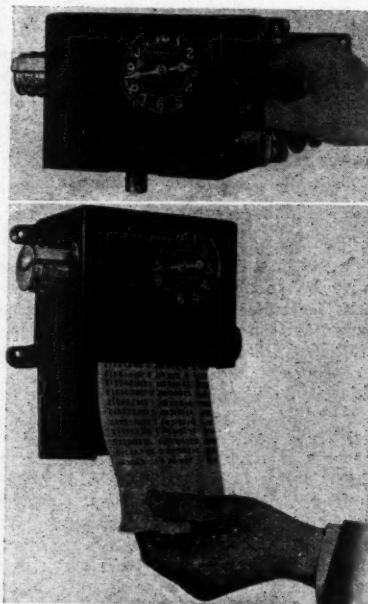
The truck owner whose records in his truck business are dependent upon the written reports of his drivers, has often suffered from consequent inaccuracy and any tendency to manipulate.

So the Ohmer truck auditor has been invented. It produces printed reports of the truck's daily operations. It gives to the truck owner a "mechanical supervision" over his vehicles. It is, in fact, a mechanical cost accountant which records the expenditures for truck operation in terms of material, time and distance.

An instrument weighing 7 pounds, and very compact, the auditor may be placed upon the dash of the truck. It provides a complete printed report of all details of the day's work.

This printed report is condensed in form, absolutely untamperable and indelible. It becomes at once a permanent office record and serves as an accurate basis for all statistics of the business. The printed report gives the following information. It tells:

1. Who drove the truck.
2. The date.



Above—Inserting an identification key

Below—Removing the record

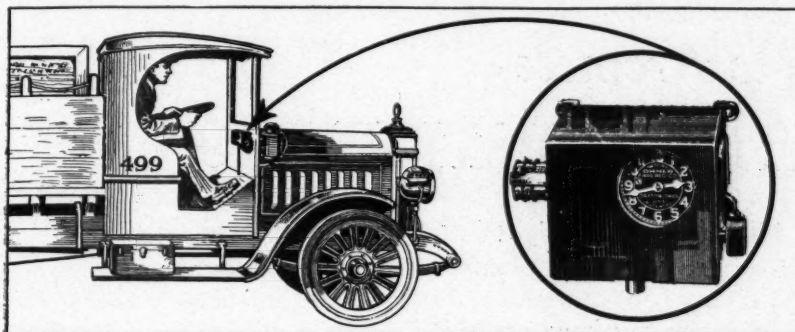
3. When the day's work began.
4. How far the truck was driven.
5. The time consumed by each trip.
6. The time of each stop.
7. Whether or not the engine was running during the stop.
8. Mileage of each trip.
9. Number of each trip.

10. Weight of each load.
11. Time to load.
12. When loaded.
13. When and what tires were replaced.
14. When repairs were made, who made them and how long it took.
15. When and how much gasoline was taken on.
16. The average mileage per gallon of gasoline.
17. When and how much oil was taken on.
18. Time truck was idle.
19. Number of trips made, and other information depending upon special requirements.

As the record from the Ohmer truck auditor is printed mechanically, the usual human errors are eliminated. The machine does the bookkeeping for the driver, and he is permitted to give his entire attention to the matter of handling his truck.

Reproduced on page 15 is a report taken from an Ohmer truck auditor. To read this report, begin at the bottom. Each horizontal line of figures represents a statement taken at the time shown and with the mileage as recorded. Each successive statement indicates elapsed time and accrued mileage. The driver's number appears at the extreme right. The next figure, at right angles, represents the number of the truck auditor. Then appears the time, the date, miscellaneous data column and the mileage.

The first horizontal line of figures



Weighing 7 pounds, and compact, the Auditor may be placed on truck's dash

at the bottom tells us that driver No. 192 started to work at 7 a. m. on Jan. 30, on truck No. 499, with the mileage record at 21288.5. The next line of figures shows that at 7:10 a. m. 5 gallons of gasoline had been taken on at the starting point, as no change of mileage is indicated. Three pints of oil were put in the engine and the driver started for his loading point at 7:22 a. m. He went one-half mile (note advance in mileage). It took him 28 minutes to go the half-mile. This at once raises the question as to why it took him so long. He started loading at 7:50 a. m. and finished at 8:36, having loaded 2 tons. He then drove 3.7 miles and began unloading at 9:14, finishing the unloading of 1 ton, with engine stopped, at 9:46. He drove 1.5 miles further and unloaded another ton between 10:23 and 10:53. As a half-hour is too long, you will have this matter also to investigate. He then drove 7.2 miles and stopped for lunch at 12:06 p. m. The truck remained idle until 12:56, when he set out for another load, arriving at the loading point at 1:36 and taking on 3 tons. He drove 4.6 miles in 34 minutes, when it became necessary to change a tire. Tire No. 23 was taken off and No. 34 was put on, the operation taking until 2:56, when he proceeded with his load a distance of 9.1 miles, unloaded his truck between 3:54 and 4:41 p. m. He then returned to the garage at 5:12 p. m., a distance of 5 miles.

Identification Key

Each driver is provided with an identification key. This key bears his number cut in steel type, and must be inserted in the machine before it is possible for him to take his opening statement or even to start the engine. After inserting the key he turns the knurled knob at the right and the opening statement is printed. This operation automatically releases the

MILEAGE	MISCELLANEOUS DATA					MACHINE NUMBER	
			MONTH	DAY	P. M. A. M.	DRIVERS	NUMBER
21320.1	IDLE	0	JAN	30	P 5 12	499	192
21315.1	UNLD	3	JAN	30	P 4 41	499	192
21315.1	UNLD	0	JAN	30	P 3 54	499	192
21306.0	TON	34	JAN	30	P 2 56	499	192
21306.0	TOFF	23	JAN	30	P 2 10	499	192
21301.4	LOAD	3	JAN	30	P 1 36	499	192
21301.4	LOAD	0	JAN	30	P 12 56	499	192
21301.4	IDLE	0	JAN	30	P 12 56	499	192
21294.2	UNLD	1	JAN	30	A 10 23	499	192
21294.2	UNLD	0	JAN	30	A 9 46	499	192
21292.7	UNLD	0	JAN	30	A 9 14	499	192
21289.0	LOAD	2	JAN	30	A 8 36	499	192
21289.0	LOAD	0	JAN	30	A 7 50	499	192
21288.5	OIL	3	JAN	30	A 7 22	499	192
21288.5	GAS	5	JAN	30	A 7 10	499	192
21288.5		0	JAN	30	A 7 0	499	192

A record from the Ohmer Truck Auditor

motive power and the truck can be started. The letters or figures appearing in the data column are under the control of the driver, who sets the proper hand dial at the left of the machine before printing the record. As the data in this column can be easily checked either as to time or mileage no temptation toward falsifying is offered.

When the driver stops his truck for loading, for tire changes, engine repairs, etc., and takes his print to record that fact, the engine is automatically cut off and cannot be started again until another print is taken, showing the time consumed in the operation. The tremendous saving in gasoline thus affected will pay the cost of the device many times over,

according to the manufacturers, the Ohmer Fare Register Co., of Dayton, O. If the driver fails to stop his engine when loading, that fact is at once evident from the record.

Idle Time Recorded

If the driver desires to remove his identification key for any reason, he must first print a closing statement. When the truck is again started, the opening statement as compared with the previous statement reveals the time the key was out.

This gives exact information as to the extent of idle time, either during the night or when the driver leaves the truck for lunch, etc.

Inefficient and careless drivers are quickly shown up. Information obtained through the Ohmer truck auditor, the manufacturers declare, will very soon give an accurate estimate of the relative value of your various men.

Virtually any data required can be incorporated in the day's report by using the various characters on the data hand dial and printing wheel. A record of weather conditions even may be kept if desired.

The Ohmer truck auditor is not an experiment, according to the manufacturers, as most of the features are common to either the Ohmer recording fare register, in use by electric railways, or to the Ohmer recording taximeter, and have been thoroughly proven by years of successful use.

Paper and Ink

One of the practical difficulties in the successful operation of a recording device of this kind is to have a printed report that is absolutely dependable. The paper must not tear or wrinkle; the inking device must not ink the type heavily enough to blur or so lightly that the print cannot be read. Both ink and inker must be virtually unaffected by weather conditions. These difficulties have all been mastered, the manufacturers assert, through long experience in producing registers and taximeters. Re-inking is hardly ever necessary. There are now Ohmer fare registers in use which have had no fresh supply of ink rolls for two or three years and are still printing clearly, it is stated.

The matter of installing the device is very simple. Men thoroughly experienced in that class of work have satisfactorily worked out the various installation problems presented by all makes of trucks, it is claimed, and prompt and satisfactory service can be given in this connection where it is desired. The auditor is thoroughly protected by basic patents in the United States and all principal foreign countries.

Warehouse Service to Promote SYSTEMATIZED DISTRIBUTION

It Should Include Knowledge of Freight Rates and Transportation Conditions Generally. Some Common-sense Counsel—

By CHARLES H. MOORES

(of Moores & Dunford, Warehouse Engineers)

THE war has taught us many lessons. The one of the most importance to the producer and the warehouseman is the fact that the lack of transportation facilities brought very sharply to the foreground the shortage of warehouse space and the utter lack of distributing systems.

Prior to the war, comparatively few producers, particularly in the food lines, were familiar with the territories through which their product was distributed. Usually the sales manager, through advertising or personal contact, placed certain territories in the hands of jobbers who in turn, through traveling salesmen, sold to the wholesale houses and occasionally direct to the retailer. Such a method practically placed the good will and the sale of the articles manufactured directly in the hands of jobbers. This was usually assisted by indirect advertising on the part of the producer. However, should a competitor of the producer manufacture a similar product and offer the jobber a little higher commission on the sales, he would naturally favor the article giving him the higher returns and this might be entirely unknown to the producer. It usually follows that the manufacturer did not have entire control of his business inasmuch as the sales department and the functions thereof are of most vital importance.

Furthermore, poor service obtained by the retailer from the wholesaler or jobber reflects directly on the manufacturer. This is one of the evils that investigation has brought to light, and the manufacturers are becoming strongly in favor of storing in quantity at central points in distribution warehouses.

Heretofore very little attention was paid by the warehousemen to practical distribution. They failed to realize the importance of their location and did not recognize the fact that they were in a position to act

as direct agents of the producer, receiving goods in carload lots and redistributing on his order l.c.l. or by motor truck over a distance within a radius of 150 miles of their warehouses, in many instances covering a population ten times that of their cities, and often including from twenty to twenty-five towns. They failed to realize that they could double their present business by having an efficient organization and by using a little personal effort to acquaint the manufacturers not only with their facilities but with the district to which they can distribute.

The sales manager would be tremendously interested in a detailed description of their locality. Hardly a week passes that the writer does not receive a communication from a manufacturer or distributor inquiring about a certain territory and asking for the names of warehouses. This shows conclusively that the warehousemen and the producers are not in touch with each other.

Comparatively few warehousemen in this

country are familiar with the intricacies of transportation problems so necessary to be thoroughly understood in order to get satisfactory distribution service. First, it is necessary to have a full knowledge of classifications of the different commodities that are to be transported. It is quite often that with a great many warehouses advantageously located, carload lots could be shipped to one or more of the towns and car ratings used. On the other hand, when shipping separately, the cost would be from 15 to 35 per cent higher for the same transportation.

To illustrate, Warehouse "A" desires to ship to a customer at a distance of from 150 to 200 miles a certain commodity, the weight of which is not sufficient to entitle it to carload lot rate protection. Another customer requests Warehouse "A" to ship another commodity, taking the same carload rate and weight,

"START A PUBLICITY CAMPAIGN"

BOTH the warehouseman and the manufacturer's representative who handles warehouse accounts will be interested in this article by Mr. Moores because it contains common-sense suggestions designed to bring into closer contact the merchandise storage man and the distribution manager.

"Start a publicity campaign," Mr. Moores urges the warehouseman. "Keep at it until you are known. Then be sure to give good service and make good."

It was not any man's imagination which prompted the writing of this article; for Mr. Moores explains in a letter to DISTRIBUTION & WAREHOUSING:

"The inquiries we get from time to time show that the warehousemen are not going about the proposition of distribution in a systematic manner."

but this customer is located in a town beyond the first customer on the same or another road. Warehouse "A" could ship both commodities to a warehouse located in the city to which the consignment of the first customer was going, at a cheaper carload rate and have the other consignment reshipped l.c.l. from there to the second customer. This would save the less than carload freight rate for both shipments to the first destination. In this manner the two shipments are transported in one car loaded to capacity and the transportation cost has been at a minimum.

On all long hauls of freight where the advantage of shipment by water is available, this should be done even to the extent of a back haul by rail. There are many instances in connection with coastwise transportation where the rate by water is cheaper than the rate by rail. Transportation of this kind cannot always be employed where time in transit is a factor.

Car Weight Is of Importance

It is absolutely necessary that all managers of warehouses, in making consignments, properly describe them on shipping documents, otherwise excessive freight charges would result. Incorrect rates are often charged on consignments to the railroad through inefficient service. Car weight is another matter of vital importance and weight agreements with all railroads on which warehouses are located should be obtained to save delay. Managers should be conversant with demurrage charges. Judicial handling of this matter brings valuable results in knowing when and how to issue reconsignment orders to avoid excessive charges and save delay.

From the above description it can readily be seen that the merchandise warehouseman has the one great opportunity of a lifetime in developing his institution into a distributing warehouse, doubling his business, and, for good service, increasing his charges. Every effort should be made to increase the efficiency of the organization and to give the best possible service.

As an illustration of the value of warehouse distribution, note the following: One merchant in a city places an order with a wholesaler for a dozen cases of canned goods. The wholesaler is out of that particular brand and wires the jobber who, in turn, orders the shipment to go forward l.c.l. from the manufacturer. We even grant that prompt attention is given and a minimum of time lost in the transaction of the order, and that the manufacturer ships the

next day after receiving the order. Under usually good conditions, the retailer might get the goods in two weeks' time. On the other hand it might take three or four weeks. Another retailer places an order direct with the salesman of the manufacturer for the same kind of goods manufactured by a different producer. The order is wired to the producer who in turn wires the warehouse and the retailer gets the goods within twenty-four hours.

This readily shows that there is a considerable saving in freight charges, with such service to the retailer and the public that the competition of the old way is practically eliminated. It will also place the manufacturer or producer in a position to dispense almost entirely with the middleman's profits, create a large saving each year in freight bills, and sell his product at a much lower price through the retailer to the general public, and yet net him as great if not greater profit than in the old manner, besides giving the highest type of service.

Reviewing the above, it is easily seen that the opportunity is here for every merchandise warehouseman. First, he should study the situation carefully, perfect an efficient organization, and then sell the producer on his warehouse the service he has to offer, and particularly on the district to which he can distribute.

Would Revolutionize Sales Methods

If this were done at every good point of distribution, it would revolutionize the sales method of the producer, eliminate the wasteful cost, and do much to reduce the cost of living. It would also greatly increase the earning of the warehouseman and increase the business of the producer, giving many articles that are known and sold only in local places a national sale.

My word to warehousemen is to lose no time. Start a publicity campaign with the sales managers of the producers and keep at it until you are known; then be sure to give service and make good. To make this movement successful much depends on the cooperation of the warehousemen.

If each warehouseman who reads this article will write a series of circular letters to the several thousand producers of the country and then will give reliable service, the results will turn the attention of every manufacturer toward this new system of distribution and the merchandise warehouseman will come into his own.

TRUCK ORDINANCE IS ENACTED IN MILWAUKEE

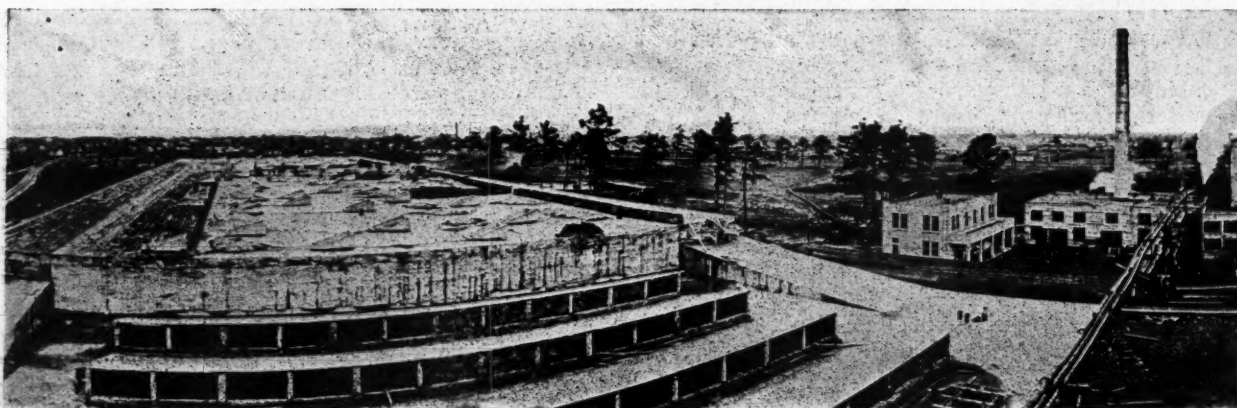
MILWAUKEE, WIS., Aug. 16—A new ordinance regulating the capacity, dimensions, load, speed and equipment of motor trucks, tractors, trailers and wagons has been adopted by the Milwaukee common council and is now in effect. It is based on provisions in similar ordinances in effect in Cincinnati, Philadelphia and other large cities. One of the most important features is that it permits trucks with pneumatic tires to operate at 15 m.p.h., while trucks with

two or more solid tires are limited to 12 m.p.h. Other provisions are that every truck must be equipped with a speedometer, undergo weekly inspection of brakes, carry the name of the owner or operating concern on both sides, with distinguishing number for fleets.

The maximum gross weight of vehicle and load combined upon any axle must not exceed 24,000 lbs. The maximum length of a truck is fixed at 30 feet, and with trailer, at not to exceed 70 feet. The maximum width is fixed at 115 in., excepting in cases of loading with hay, straw or similar loose material. The

commissioner of public works is empowered to prohibit the moving of any load over public streets or alleys when the load produces a weight in excess of 400 lbs. per sq. in. of tire. Police officers are authorized at any time to direct drivers of trucks to the nearest public or private scale to determine if the load and vehicle exceed the maximums prescribed in the regulations.

The ordinance was adopted after conferences between the judiciary committee of the common council and representatives of various Wisconsin automotive organizations.



The Dollar and the System Behind

COTTON WAREHOUSING

A Story of How Storing and Distributing the White Staple Is Financed

By Richard Hoadley Tingley

IN what follows I shall attempt to tell the story of the movement to provide the cotton industry with adequate warehousing facilities—owned and operated in the interests of no one faction but rather, for the benefit of the grower, the merchant, the spinner and the consumer alike. It goes without saying that any organization entering the field to perform such an important office must be based upon sound business principles and that, in order to be successful, it must adequately serve the needs of all of the factors concerned.

The movement contemplates the purchase and consolidation of a larger number of existing cotton warehouses in the South and North at concentration points, terminals and interior centers and of erecting new warehouses where suitable structures do not now exist; of standardizing their physical construction and their commercial and financial operations, thereby taking the warehousing of cotton out of the ranks of the unscientific and antiquated, and placing it on an up-to-date business plane commensurate with its commercial importance.

The "Union" Plan Distinctly Southern

THE enterprise is distinctly Southern. The Union Cotton Warehouse Organization Corporation, the promotion company formed to carry on the preliminary investi-

gations, is composed of a majority of Southern men, 68 out of the 112 stockholders being cotton men of the South. The United States Warehouses & Terminals Incorporated, the company that has been formed to own and operate the warehouses when the chain of consolidation has been completed, is also distinctly Southern, its board of 24 directors being composed of 14 Southern cotton men. The enterprise, as a whole, is generally known, particularly throughout the South, as the "Union" Warehouse Company.

In the investigations by the organization corporation, conducted through a corps of experts in the various lines of inquiry—engineering, commercial and financial—the following reflects the findings arrived at substantially as they appear in the reports rendered.

A Review of Existing Warehousing Conditions

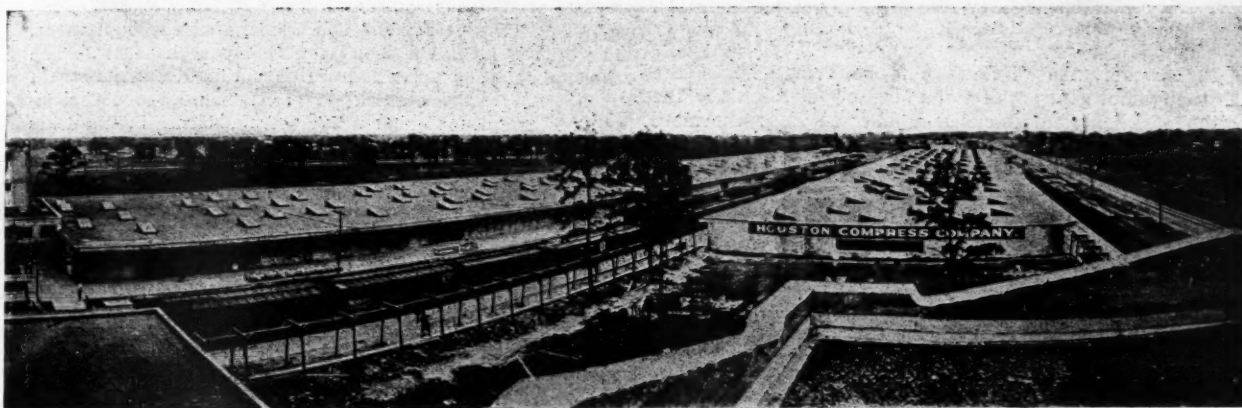
EXCEPT for sporadic attempts, the task of physically caring for cotton once it has been converted from its agricultural form—seed cotton—to the baled fiber has been a task undertaken by the middleman. Only to a very limited extent has the producer figured as a warehouseman. Because of past financial difficulties and a lack of study he has declined, or neglected, to give cotton even the most rudimentary of protection against weather and has cried out against wasteful handling methods; and yet he has

THIS STORY

of standardization, scientific handling, financing, modern warehousing, in the cotton industry, as planned by the Union Cotton Warehouse Organization Corporation, will be read with equal interest by

1. The warehouseman who stores cotton—
2. The manufacturer who uses the raw staple—
3. The shipper who distributes cotton—
4. The banker who backs both the grower and the storage man—
5. The farmer who produces cotton.

Mr. Tingley acted as consulting engineer in the preparation of the Corporation's engineering, commercial and financial data for presentation to its board of directors.



This photograph, extended from the opposite page, shows a panoramic view of a model concrete compress and warehouse at Houston, Texas

never presented anything like an adequate corrective.

Out of this initial neglect, and from other wasteful methods, has grown a system which, according to government reports, involves losses ranging from \$35,000,000 to \$75,000,000 a year. And as the value of the staple increases, this stupendous loss will increase unless immediate corrective efforts be intelligently applied.

The Grower's Position

MAKING his cotton crop on funds advanced by the cotton merchant, and penalized by short commission on baleage not produced, the grower has been reluctant to ship cotton when the market was glutted and the price low. He feared a too quick sale of his staple at low prices and preferred to hold for trifling advances, even at the sacrifice of the cotton itself, because of exposure to weather through lack of warehouse facilities.

To a realization of this short-sighted policy the producer is now awakening. He can be relied upon to support the plan of full warehousing facilities provided he be assured of a disinterested ownership, ample facilities, full protection against weather damage, a low rate of insurance and adequate financial arrangements whereby he can withhold his surplus crop from a manipulated market.

This is the view of competent, conservative producers, though this judgment may not square with the interested opposition of quasi-politicians who pretend to hold a brief for the producer and who by wide divergence from truthful statements too often point to the mirage of relief and lead trustful growers into the wilderness of cross purposes, confusion and heavy loss.

Warehouses that have been built, or may in the future be acquired or built, by associations of growers to serve their local needs at points not touched by the "Union" chain, will be welcomed adjuncts to the consolidation plan. The reverse should also be true. Cotton stored in such local warehouses could, when large enough in volume to warrant economical transportation, be moved and stored at the larger concentration points, thus further assisting the grower in holding his staple for a rising market and helping him dispose of his crop more slowly. The so-called "Union" plan and the plan of certain Southern farmers' organizations said to be antagonistic to the consolidation are, in fact, reciprocal in their mutual action. Each, in order properly to function, needs the other.

The Merchant's Position

NOT alone does the plan find favor with the grower. It appeals strongly to the middleman. He himself admits that the present system is inherently wrong. From

it has flowed heavy losses and its iniquitous errors have accentuated antagonism, regretfully bitter and constantly gaining force.

Beyond dispute, there is a woeful lack of warehouse facilities throughout the cotton belt. This is not only true with respect to cotton, but is equally true as to general commodities. Though private enterprise has, in past years, established many cotton warehouses in the South, they have not been properly located with respect to transportation; have been crudely constructed; afford no proper protection to so valuable a commodity; are in the main fire traps and were so poorly planned as to constitute crumbling monuments to economic wastefulness. Many of these now are useless because of boll weevil invasion and the diversion of acres from cotton to other crops.

The cotton merchant, years and years ago, realized that the grower could not profitably erect and operate warehouses. The cotton merchant was, therefore, forced into the warehouse business. His entry was not due to a primary desire to enter that field but resulted from being forced into a line foreign to his wishes so that his cotton factoring business might be the better conducted. With few exceptions such warehouses were merely sidelines to his cotton business. The profits were pocketed. The losses were charged to the regular line—cotton. From this ownership of facilities has arisen methods of too liberal sampling, the creation of the "City Crop," the charging of high rates for insurance with no adequate return in form of protection; and, at times, if the growers' assertions are believable, they have been assessed for alleged warehouse protection even when cotton was ranked in city streets and exposed to weather damage in a section of the country notorious for precipitation during the cotton moving season.

The hundreds of cotton merchants who were approached on the subject were almost unanimous in expressions of approval of the "Union" plan. As a class they want to get out of the warehouse business and devote themselves exclusively to the task of honestly acting as the skilled intermediary between the grower and consumer of cotton.

In endorsing the plan the cotton merchant makes but two stipulations: He insists upon high class service and an extension of facilities; he desires assurance that the plan is not inspired by an intention to supplant him as the skilled intermediary whose years have been devoted to assembling cotton from its wide flung points of production and selling it to the foreign and domestic consumer as their demand develops. He realizes that it will profit him to dispose of his holdings in warehouses, invest his money to develop his cotton business and leave warehousing to the

care of a centralized agency able to supply ample facilities.

The Banker's Position

IF, however, the "Union" plan be acceptable to the thoughtful grower; if it be strongly endorsed by the cotton merchant and so-called middleman, it is the more cordially welcomed by the cotton bankers of the South. Their approval may be said to be unanimous; and well may it be.

Cotton loans in the South may be truthfully said to be made more upon the personal integrity of the borrower than upon any correct knowledge possessed by the banker as to the real value of the collateral. The carefully drawn regulations of the Federal Reserve Board with respect to collateral loans have focused the attention of Southern bankers upon cotton loans as a whole. In times past when cotton was as low as \$25 per bale at interior points the money involved was not an imposing figure but with cotton at \$200 a bale the risk involved in cotton loans mounts to perilous financial heights. The bankers are, properly, viewing the situation with concern and are awake to the fact that the present system is a financial menace against which they would welcome ample and speedy protection.

With cotton warehouse facilities in the hands of cotton merchants, the present system, stripped of all camouflage, means that cotton merchants owning warehouses issue warehouse receipts to themselves and, as individuals, present these receipts as collateral for their own loans. But little more than the personal integrity of the borrower is back of such loans. This condition will not be corrected until the warehouses are independently owned by the general investing public, as is planned by the "Union" Company; until there be issued, by a centrally governed and disinterested corporation, so valid a receipt as will be acceptable for discount by all member banks of the Federal Reserve System, and until that receipt shall represent, as nearly as can be, the real value of the cotton pledged as collateral.

Only passing mention may be necessary of the approval of the "Union" plan given by Chambers of Commerce throughout the cotton States. These civic organizations of leading business men see, in the proposed increase in concentration of warehouse facilities at the points determined as necessary, a great development for their several cities, and welcome the move. They vision the plan as increasing not only facilities for cotton, but as expanding local business in many directions especially as the facilities may be usable for concentration and distributing commodities other than cotton.

Cotton Warehousing Broadly Considered

IT may be appropriate, at this place, to consider the merits of the plan as a whole.

Warehousing facilities through the South for cotton are confessedly deficient.

Existing facilities are, in too many instances, improperly placed with respect to production and transportation.

The great proportion of existing warehouses are of antiquated construction, are poorly planned and only infrequently show fire protection installations.

Even at cotton centers the facilities are so inadequate that thousands of bales remain for months ranked in streets fully exposed to rain at the season when precipitation is heaviest.

The South has faced shortages in cotton crops for several years. Even with short crops the warehouse system has broken down throughout the belt.

As soon as production increases (and present high price levels constitute an enticing invitation to heavy acreage), the lack of housing facilities will become even more acute and the loss from cotton damage will leap up.

For the two years of government ownership of railroads

replacement of car equipment was but 100,000 cars. This equals but the yearly average wastage of car equipment. The future holds no promise of early adjustment. The national speeding up of industries will maintain the strain upon transportation facilities and demand the conservation of car space and car usage for normal business. This will greatly affect cotton this season as cars will be no longer held at storage places except at prohibitive demurrage costs.

The United States Warehouse & Terminal Corporation's plan (the "Union" plan), provides for ample facilities at long established concentration centers, for expanding existing facilities, eliminating economical errors in handling, and installing such protection devices as will reduce fire risks and effect savings in insurance.

Such concentration of the crop will permit of an easier assembly of cotton in its manifold grades, constitute a saving in use of transportation facilities and represent a saving in charge thereby, while at the same time conserving the overstrained railroad facilities at a time of national stress and readjustment.

Instead of a multiplicity of bills of lading, with their unnecessary costs, the plan provides an agency whereby interior cotton may be routed to mill or shipside at the terminals on a single through bill of lading.

In its terminal aspect the plan has features highly important and attractive. Located as proposed at strategic Gulf and South Atlantic points these terminals will provide facilities at shipside for concentrating full cargoes either for coastwise packets or for ocean plying vessels for foreign ports. High tonnage costs will no longer permit holding of vessels awaiting cargoes. Heretofore it was possible to assemble 25 per cent of a cargo at shipside and place reliance for the other 75 per cent on railroad facilities. The car shortage, with no prospect of relief for years, will no longer permit this custom. Even though it were possible to assemble the greater part of a cargo after ship arrival, the high *per diem* cost of holding a ship at dock to await cargo would prohibit for economic reasons.

Advantages of a Discount Corporation

IN that the United States Warehouse & Terminal Corporation's plan is a twofold project, it is pertinent to refer to its two phases:—

One part has reference to the physical warehousing problem—the establishing of ample facilities at proper concentration points and at terminals, their ownership by a disinterested corporation owned by the investing public generally, their conduct in conformance with the Federal Warehouse Act and their operation along lines of policy agreed upon by all elements interested in the advancement of industry.

Its second phase relates to the discount corporation, the financial agency through which an ever-ready means will be provided for "carrying cotton" held in the chain of warehouses. This feature is one strongly recommending itself to the banker. In that the receipt will be a standardized instrument, issued by a disinterested public-owned corporation, describing fully the collateral, and preserving ownership to the holder as his interest may appear, the Southern banker will breathe a sigh of relief. It will not only free him from the difficulty of declining undesirable loans because of possible affront, but will enable him to do business in strict accord with regulations of the Federal Reserve Board. Instead of having to carry the burden of the cotton crop to the crippling of other local needs, he can under the proposed plan accept such loans in relatively unlimited amounts and pass them for digestion to other sections not so actively engaged with crop movement problems.

A most attractive feature of the plan is the facility it offers even to the producer for financing such of his crop as

he may desire to hold. Cotton stored in any unit of the warehouse chain is held by the corporation in trust for the owner, be that owner the producer, factor, exporter or consuming mill. The producer therefore will be able, for the first time, to possess himself of a warehouse receipt negotiable anywhere and will not be restricted as to its acceptance as would be the case were the warehouse owned locally and unknown to banks other than his own. The cotton would remain his as long as he chose to hold it and no one could force him to part with ownership.

A Warehouse Example

AS an illustration of the warehousing and financing facilities that will be afforded upon full development of the "Union" plan, let us take an example.

A farmer in, let us say, South Carolina, has raised twenty-five bales of cotton. It is altogether probable that he has mortgaged his crop at the local store in order to carry him through the planting, growing and harvesting season. He must, therefore, realize cash at once. He hauls his bales to the nearest "community" warehouse, places it in storage, and is given a warehouse receipt in return. This he takes to the local bank and negotiates a loan with it as collateral—the bank knowing well the value of the cotton and of the receipt issued by the "community" warehouse. With the proceeds of this loan he squares himself at the store. The cotton crop of the country has begun to move, but the farmer is in a position to "sit tight" and await what he thinks is his market.

The merchant there steps in. He wants to buy 250 bales and he negotiates with our farmer and other farmers for the purchase of their cotton in store in the "community" warehouse. In buying this cotton the merchant knows that, at the nearest large concentration center, there is a warehouse of the "Union" chain where he can have the bales recompressed and warehoused under conditions that will give him absolute, disinterested custody of his holdings in a house perfectly protected against fire and other damage, and where he can obtain a receipt for his goods in store that, because of its recognized standard form, will be acceptable at the Union Discount Corporation's local office as perfectly good collateral.

In this manner he picks up a large number of bales from other "community" warehouses and lodges them in the nearest "Union" warehouse. In the course of time, when he considers the price is "right," he makes a sale

U. S. Form No. 9-20. U. S. Dept. of Agriculture, Bureau of Markets.

[THE DOE WAREHOUSE CO.] RECEIPT No. _____
 INCORPORATED UNDER THE LAWS OF [STATE] PAID IN CAPITAL STOCK \$[AMOUNT]
 LICENSED AND BONDED UNDER THE U. S. WAREHOUSE ACT
 LICENSE NO. [NUMBER] AMOUNT OF BOND \$[AMOUNT] ORIGINAL NEGOTIABLE
 EXPIRES [DATE]

WAREHOUSE RECEIPT FOR _____ BALES _____ OF COTTON
 (Town State) (Stamp date)

Received for storage from _____ of _____ (Stamp date)

bale _____ of cotton, described in the attached certificate bearing the No. _____ and the date _____ 19____
 stored in the [Doe Warehouse] in [Town State], for which this receipt is issued, subject to the United States Warehouse Act, the regulations for cotton warehouses thereunder, and the terms of this contract.

That quantities not weight were determined by a qualified and reliable bonded scale and Act, delivery _____

and cotton is fully insured by [The Doe Warehouse Co.] against loss or damage by fire and lightning unless expressly noted otherwise on the face of this receipt.
 That cotton is accepted for storage for [time year] only from the date of this receipt, but, upon surrender of this receipt, and partial may be extended, or a new receipt issued, at the option of [The Doe Warehouse Co.] provided it is not repudiated.
 [The Doe Warehouse Co.] claims a lien on said cotton for charges, advances, and liabilities incurred, as follows:
 Storage from date of receipt of cotton at the rate of _____ \$ per bale
 per month or fractional part thereof _____
 Insurance from date of receipt of cotton at the rate of _____ \$ per bale
 per month or fractional part thereof _____
 Weights _____
 Charges _____
 Loading _____
 Freight charges _____
 Money advanced _____
 Miscellaneous _____

Upon the return of this receipt properly indorsed and the payment of all charges, advances, and liabilities due [The Doe Warehouse Co.] therefor, said cotton will be delivered to _____ or his order.

Wm. _____

Form of warehouse receipt recommended by U. S. Department of Agriculture for use under United States Warehouse Act

of his holdings, say, to a Providence broker and expects immediate payment therefor. The Providence broker could arrange for the cotton to remain on storage where it is, or he might move it to port in a similar "Union" bonded warehouse, or he might move it to Fall River or New Bedford or Providence or Boston and store it, still in a "Union" warehouse under the supervision of Uncle Sam, whose receipt is good with the Union Discount Company or in any bank in the land accustomed to make loans with cotton as collateral. Further than this, but one warehouse receipt and one insurance policy will be necessary in any "Union" warehouse, wherever located or in transit from one house to another.

One of the chief advantages in the chain system of warehouses operated under the control of the Government through the United States Warehouse Act, is the standardization of warehouse receipts then made possible. At the present time there is no standard, each State having an authorized form of its own—many differing in essential points, one from another. The result is that, outside of a very small radius, banks do not look with favor upon receipts issued by warehousemen located beyond their sphere of activity. The new plan proposes to make a warehouse receipt as standard in form as our present bill of lading which is recognized, on sight the country over, as being all that it purports to be.

CHECK ON IMMIGRATION REQUIRES LABOR CONSERVATION

By FRANCIS A. KELLOR

Vice-Chairman, the Inter-racial Council

THE time has passed when the American employer could count upon an unlimited supply of labor from abroad. Emigration from the countries of Europe will be strictly regulated by the Governments in the near future, and is already being directed in some of the Old World nations, which have begun to realize the value of their workers.

This is the case in Italy, for instance, which has supplied us with such vast numbers of unskilled and semi-skilled laborers. The French Government has offered Italy six tons of coal per month for each Italian miner induced to go to

THE labor situation is important to warehousing and distributing interests equally with other industries. This statement by Mr. Kellor warns employers that emigration from European countries is to be restricted and that accordingly the present inadequate labor supply in the United States must be conserved.

France, and the Commissioner of Emigration of Italy is advising his people to go to France. It is asserted opportunities are better there than in America, both for steady work and high wages.

Other countries are making efforts to keep their citizens at home. Greece is offering inducements of farms to the people, having passed an act by which large land owners may retain only one-third of their estates, while surrendering two-thirds to the peasants. If this offer should not be sufficiently persuasive, emigration from Greece may be prohibited at any time by law. Conditions in that country are being studied at present to determine what action may be necessary to prevent an undue exodus of the population. The extension of Greek territory is a powerful reason for keeping these people in their own country.

Similar conditions are found in Finland, where areas have been set aside for settlement, and farm implements and supplies are offered to small cultivators on liberal terms.

(Concluded on page 42)

Arriving at an Average in

Household Goods Storing and Handling Tariffs

By George A. Rhame,

Secretary, Minneapolis Warehousemen's Association

A HOUSEHOLD Goods Storage Chart has been compiled from replies received in response to a questionnaire sent out by the Minnesota Warehousemen's Association. Twenty-six replies were received out of the thirty-four firms written. These replies cover the four corners of the United States, and practically every point of importance within the boundaries. Also, two replies were received from Canadian warehouses—one from Winnipeg and one from Vancouver. Firm names have been purposely omitted.

The questions asked in the questionnaire, and comments on same, are set forth here in the order as originally presented:

No. 1—What are your rates for private room fireproof storage?

The average appears to be just a shade less than $1\frac{1}{2}$ cents per cu. ft. New York City leads the American houses with a 2 cent rate; and Sioux City, Iowa, apparently has the lowest—that of $8/10$ cent per cu. ft. (if goods are figured as piled 10 ft. high). Vancouver and Winnipeg rates are top notches, respectively with 2 cents and $1\frac{3}{4}$ cents.

Minnesota, with its recognized rate of $1\frac{1}{4}$ cents, is practically $\frac{1}{4}$ cent below the average.

Large and Small Lots

No. 2—Do you make a distinction over large and small lots?

The majority do; about fourteen answered "Yes"; nine "No"; the others making no comment.

A representative and well established Portland, Oregon, warehouse, answers "Absolutely No. Small lot owners given same treatment as large lot owners."

No. 3—What are your rates for open fireproof storage?

READ THIS FIRST

HOUSEHOLD goods warehousemen will be interested in the synopsis—as reflected by the chart on the opposite page—of the replies received by Mr. Rhame in response to his questionnaire on storing and handling tariffs in the furniture storage industry.

Read Mr. Rhame's story. Then turn to the chart and make comparisons with your own rates. Perhaps you are charging too little to make equitable profits. At least you can strike the average of the tariffs which are operating among your competitors and be in a position to justify your own rates if your customers think they are excessive.

The replies averaged up, showing approximately a small fraction over $1\frac{1}{4}$ cents per cu. ft.

Six houses maintain the same rates as charged for room storage.

New York again sets the pace with a 2 cent rate, and Sioux City again apparently has the lowest rate—that of $7/10$ cent.

Minnesota, with its recognized rate of 1 cent, is shown to be $\frac{1}{4}$ cent under the average.

Non-Fireproof Storage

No. 4—What are your rates for non-fireproof storage?

The average rate appears to be approximately 1 cent.

One of the largest warehouses in Boston furnishes rooms with separate lock and key, and charges $\frac{3}{4}$ cent per cu. ft. This apparently is the lowest rate listed.

Minnesota is about $1/5$ cent under the average.

No. 5—Do you make a handling charge? If so, how much?

The prevailing charge appears to be one-half of one month's storage in, and one-half month's storage out. Three companies make no charge; and two companies charge for handling only when goods are not hauled by their trucks.

Minnesota is in line with the average.

No. 6—What are your hourly rates for packing?

The majority of replies show a \$1.00 hourly charge; six houses ask \$1.25 and two 90 cents, while one is asking \$1.10. The general average is approximately \$1.15 per man hour.

Minnesota is 15 cents under the average, but in line with the majority. No. 7—What are your hourly rates for auto truck moving?

The answers are so varied as to the number of helpers, sizes of trucks, and the information so indefinite that the question has been omitted from the chart.

Hourly Rates

No. 8—What are your hourly rates for team moving?

For same reasons as set forth in No. 7, this question is omitted.

No. 9—Are these rates standard in your city?

With two or three exceptions, the rates are standard.

No. 10—Do all companies maintain them?

In this answer, the exceptions are more pronounced as compared to exceptions as set forth in No. 9. However, the majority of companies stand together.

A prominent Philadelphia warehouse replies, in answer to this question, with "NO, NO, NO."

Household Goods Storage Chart

Compiled from
Replies to Questionnaire

sent out by the

Minnesota Warehousemen's Association

April, 1920

Replies by States Listed Alphabetically	What are your rates for private room fire- proof storage?	Do you make a distinc- tion over large and small lots?	What are your rates for open fireproof storage?	What are your rates for non-fireproof storage?	Do you make a hand- ling charge? If so, how much?	What are your hourly rates for packing?	Are these rates stand- ard in your city?	Do all companies main- tain them?
ALABAMA— Birmingham.	Room 600 cu. ft. \$9.00. Equivalent 1½ c. cu. ft.	No. Except try to maintain on small lots a min. of \$2.50	Van load—300 cu. ft. \$4.50 (1½ c. cu. ft.)	Van load—300 cu. ft. \$3.50 (about 1½ c. cu. ft.)	No.	All charges on estimates or job basis.	Majority have same rates.	Most all of any importance.
CALIFORNIA— Los Angeles, Oakland, San Francisco.	25% over open fireproof storage; (approximately 1½ c.)	Yes.	Min. 20 cu. ft. 50c. Over 200—less 300 ft., \$3.25; over 600 ¼ c. cu. ft.	¼ less; (approximately ½ c. over 600 cu. ft.)	¼ mo. storage each way.	\$1.00	All—except storage.	Yes.
COLORADO— Denver.	1½ c. per cu. ft.	Add 25%.	1½ c. per cu. ft.	1 c. per cu. ft.	Equal to 1 month's storage.	\$1.25	Yes.	Yes.
District of Columbia— WASHINGTON	15 c. sq. ft., 10 ft. high. (1½ c. cu. ft.)	No.	13 c. sq. ft., 10 ft. high. (1.3 c. cu. ft.)	Have none.	\$2.50 per van load in and out.	\$1.00	No.	No.
FLORIDA— Jacksonville.	Have none.	Yes.	1½ c. per cu. ft.	1 c. per cu. ft.	No.	All estimates.	No.	No.
GEORGIA— Atlanta.	Not stated. All min. storage charges are for 2 months.	Not stated. Claims "there is no such thing as fire-proof storage."	Concrete construction \$6.50 per mo. each 2-horse motor truck load; \$4.00 per mo. ea. 1-horse motor truck load.	Brick mill construction \$6 each 2-horse motor truck load; \$3.50 ea. 1-horse motor truck load.	No charge except on goods not handled by us; then \$1.00 per load.	Packing done by job. When packers are furnished, \$1.00 per hour is charged.	Practically used by leading warehouses.	Practically, by leading warehouses.
INDIANA— Indianapolis.	1½ c. per cu. ft.	75 c. 1 piece; 50 c. each additional.	1½ c. per cu. ft.	Have none.	90 c. per man hour.	90 c.	As a whole—yes.	No.
IOWA— Des Moines.	Min. room chg. \$8.50 per mo., about 70 sq. ft. (evidently about 1½ c. per cu. ft.)	No. Not in rooms.	10 c. per sq. ft. (evidently about 1 c. per cu. ft.)	Have none.	¼ mo. storage in; ¼ mo. storage out.	\$1.00	Yes.	Yes—1 exception.
IOWA— Sioux City.	8 c. per sq. ft. (about ⅞ c. cu. ft.)	Yes.	About 7 c. per sq. ft. (about ⅞ c. cu. ft.)	Have none.	¼ mo. storage in; ¼ mo. storage out.	\$1.00	Yes.	Pretty well.
KENTUCKY— Louisville.	1½ c. per cu. ft.	No.	1 c. per cu. ft.	Have none.	¼ first mo. storage in and out.	\$1.00	Only among reputable.	Only among reputable.
MARYLAND— Baltimore.	\$6 per load—440 cu. ft. (practically 1½ c. cu. ft.)	No.	Same as room storage.	\$5 per van load—440 cu. ft. (practically 1½ c. cu. ft.)	No—when handled by our van; ¼ mo. storage when handled by outside vans.	\$1.00	Yes—members of Baltimore Fur. Whse. Assn., six leading warehouses.	Yes—these six companies.
MASSACHUSETTS— Boston.	Have none.	No comment.	Have none.	Rooms—separate lock and key ¼ c. per cu. ft.	\$1.25 per hr. per man.	\$1.25	No.	No.
MICHIGAN— Detroit.	1½ c. per cu. ft.	Min. 75 c. package.	1½ c. per cu. ft.	1 c. per cu. ft.	\$5.00 per van load.	\$1.25	Yes.	Possibly, but not certainly.
MINNESOTA— Minnesota Warehousemen's Association—Duluth, Minneapolis and St. Paul houses.	1½ c. per cu. ft. Approximately 400 cu. ft. and over.	Yes.	1 c. per cu. ft. for 400 cu. ft. Graduated higher rates for less footage.	½ c.—400 cu. ft., graduated higher rates for less footage.	Equal to 1 mo. storage. Extra handling and attendance 75 c. per hr., minimum 25c.	\$1.00	Yes.	Yes.
MISSOURI— Kansas City.	1½ c. per cu. ft.	Arbitrary rate, under 300 cu. ft., min. 75 c.	1½ c. per cu. ft.	Have none.	¼ mo. storage in; ¼ mo. storage out.	\$1.00	Yes—practically so.	Mostly.
NEBRASKA— Lincoln.	25% over open fireproof storage (practically 1½ c. cu. ft.)	Yes. Graduated scale.	Graduated scale 1 c. cu. ft. for good sized lots—up to 1 7 c. cu. ft. for 100 cu. ft.	Have none.	¼ mo. storage in; ¼ mo. storage out.	90 c.	Yes.	Yes, on storage. No, on handling.
NEBRASKA— Omaha.	Per Central Warehousemen's Club.	Per Central Warehousemen's Club graduating.	Per Central Warehousemen's Club.	Per Central Warehousemen's Club.	¼ mo. storage in; ¼ mo. storage out.	\$1.10	Yes.	We think so.
NEW YORK— Buffalo.	1½ c. per cu. ft.	Yes—proportionally higher on small lots.	1½ c. per cu. ft.	1 c. per cu. ft.	¼ mo. storage in and out.	\$1.25	Observed by majority.	No.
NEW YORK— New York.	2 c. per cu. ft.	Yes—smallest private room \$6 per month.	2 c. per cu. ft., same as room storage.	Have none.	Labor in—\$3.00; labor out—\$3.00.	\$1.25	Yes.	We hope so.
OREGON— Portland.	1½ c. per cu. ft.	Absolutely no. Small lot owners given same treatment as large lot owners.	1½ c. per cu. ft.	1½ c. per cu. ft.	Amount equal to one mo. storage.	\$1.00	Yes—by Association members.	Yes.
PENNSYLVANIA— Philadelphia.	1½ c. per cu. ft.	No.	1 c. per cu. ft.	¾ c. per cu. ft.	No.	\$1.00	Do not know.	NO. NO. NO.
TEXAS— Houston.	1½ c. per cu. ft.	No.	1½ c. per cu. ft.	1 c. per cu. ft.	1 c. per cu. ft. or \$4.00 per van load.	\$1.00	Yes—few exceptions.	Practically all.
VIRGINIA— Richmond.	1½ c. per cu. ft.	Only in parcel storage.	11½ c. per sq. ft., 10 ft. high (1.1 c. per cu. ft.)	11 c. sq. ft., 10 ft. high (1.1 c. per cu. ft.)	Charges by hour. Allow ¼ hr. for van load in and same time out. \$1.00 per man hour for extra work in warehouse.	\$1.00	We are the only exclusive household goods warehouse in city.	We are the only exclusive household goods warehouse in city.
WASHINGTON— Spokane.	No comment.	No comment.	No comment.	\$4.50 per month, ordinary van load (approx. 1 c. cu. ft.)	\$2.00 in, and \$2.00 out, per van load.	\$1.00	Yes.	Yes.
CANADA— Vancouver, B. C.	2 c. per cu. ft.	Yes.	1½ c. per cu. ft.	1½ c. per cu. ft.	¼ month's storage in; ¼ month's storage out	\$1.00	Yes.	By all large companies
CANADA— Winnipeg.	17½ c. per sq. ft. (evidently about 1½ c. per cu. ft.)	Yes.	15½ c. per sq. ft. (evidently about 1½ c. per cu. ft.)	15½ c. per sq. ft. (evidently about 1½ c. per cu. ft.)	¼ mo. storage in and out.	\$1.25	Yes.	Yes.

Better Highways—How to Get Them

Routes and Construction Methods Must Be Worked Out to Assure Rapid Transportation—The Needs of the Day Demand Speed, and Cars and Trucks Are Built for It—Why Not Roads, Too?

By Neal G. Adair,
Editor, Motor World

AS a specimen of words which do not mean what they seem to mean, it is doubtful if there is any more striking example than the phrase, "Permanent Highways." Roads which bear this name have been built and are being built under expenditures running far into millions of dollars in all sections of the country.

A state or a country where such a road has been laid down congratulates itself when the job is completed and then finds itself, at the end of four or five years, sometimes even in less time, compelled to spend huge sums for repairs, and in some cases to build the road all over again. Such highways, obviously, are not permanent. Some of them, perhaps, are as near that classification as science has developed them, but the thoughtful observer of highway building must realize that a great task lies ahead of the country and its engineers in designing and building highways that will meet demands of modern traffic.

IN coming years, energetic effort of highway engineers, of public officials, and of the warehousing and distribution industries generally, which are vitally interested in road improvement, must be devoted toward development of highways capable of carrying the country's passenger and freight transportation. We are confident that research gradually will bring forward the proper type of highway construction. But is there not another consideration important equally with the permanent road itself? That is the question of route. The highways of to-day follow the wagon roads and trails of yesterday, winding throughout the country and passing through congested districts of the larger cities. These routes make impossible realization of the very thing for which automobiles and trucks have been built—speed in transit. The industry has developed the passenger car, which can compete with the railroad speed. But on any inter-city run of a few hundred miles how many of those miles can be traversed at a speed at all in keeping with the possibilities of the motor car? The result is that the average rate of travel is far below the possible maximum, and real competition with the railroad train is not generally possible.

In like manner, the pneumatic tire has been developed so that trucks may travel at a speed approximately half the rate, at least, of the average passenger car maximum. The motor truck has been developed to economize long-haul transportation. On open stretches of highway this object is attained. But on any long-dis-

tance route the truck is forced to run many miles in traffic lines at minimum speed, as it passes through cities. The result is a nullification of the faster transportation ambition.

What the country needs, and what it will have some day, is direct highway routes between the centers of population and distribution. Congested areas will be avoided, even towns and cities, in some cases, in the laying out of these routes. Branch roads, of course, will be built to connect important communities with the main highway. But the idea of rapid long-distance transportation will be uppermost in the minds of the road engineers.

It will take time for this to be brought about. There will be necessity of much agitation before the public and the officials representing it are convinced of the economy of such a plan. In bringing about such a conviction the interests engaged in distributing and warehousing merchandise and in transferring household goods should play a leading part. They should rally to their support all industrial, commercial and agricultural interests which suffer to-day under the handicap of poor transportation.

The same sort of activity should be carried on, not only to encourage research for construction methods and materials which will make highways really permanent, but to show the public the necessity of such highways.

The perfect highway has not yet been discovered. But improvements in construction are being worked out from day to day, and shippers and storage executives can well wield

their influence for the redrafting of highway plans completed before transport, particularly of motor trucks, made its present heavy demands upon the roads. Inadequate highway plans should be revised not only as regards roadbed, but in the matter of routes, and there should be a continual campaign of education along these lines.

There is no merit in the suggestions from some quarters that motor vehicles, having been designed to speed up transportation, should now be limited to rates of travel dependent upon present highway conditions. Such a step would be reactionary. The need is for highway routing and highway building which will meet the demands of passenger and freight transportation for utilization of the full speed capabilities of the car and the truck.

BETTER ROADS URGED BY TERMINAL COMMISSIONER

PHILADELPHIA, Aug. 12.—A plea for development of motor truck traffic on America's highways and for wider use of water routes, especially the canals, as steps toward relieving freight congestion at railroad terminals, was made by George P. Wilson, commissioner of transportation of the Philadelphia Chamber of Commerce, at the convention here of the National Retail Dry Goods Association.

Slowly-moving freight in heavy volume and of lower grade should be moved by water when it is not urgent that destination be reached quickly, Mr. Wilson declared; this would permit the moving of perishable and other high grade products speedily by motor truck and rail carrier.

(Concluded on page 46)

RETURN LOADS BUILD PROFITABLE BUSINESS FOR MILWAUKEE WAREHOUSEMAN

Schneider Uses:

1. Specially Built Furniture Body
2. 58-inch Wheel Tread
3. Steel Wheels
4. Extra Long Springs

MILWAUKEE, Aug. 11—A profitable business in transferring household goods for long distances has been built by George Schneider, of Milwaukee, through advertising for return loads and using a truck equipped with a special furniture body, steel wheels and headlights. He recommends a standard 58-in. tread to overcome the handicap of bad roads.

"While my trips are usually made to towns within a radius of seventy to 100 miles of Milwaukee," Mr. Schneider explains, "I have made journeys of 250 to 300 miles, taking in northern Wisconsin, Illinois and points in Indiana. I advertise for return loads and find absolutely no difficulty in getting them from any point. While this abundance of 'ship-by-truck' business may particularly be due to the present railroad situation I am convinced that people are beginning to realize the convenience and economy of motor truck shipments.

"I make a charge equal to \$1.10 per mile for full loads. I find that with this truck I can make fifteen miles an hour on good roads and about ten miles an hour on poor roads. Gasoline runs between nine and ten miles to the gallon.

"Since the purchase of this truck last fall I have had no repairs and only one mechanical adjustment. The ability of this truck to get over bad roads is remarkable considering its size, but I feel this is due to the standard 58-in.



Three-hundred-mile trips with household goods are made from Milwaukee with this Parker truck equipped with special body

tread which enables it to trail easily in the path made by preceding traffic. I have used both solid and pneumatic tires and cannot say that I have any preference.

"With this special weather-proof furniture body, I am able to move household goods of the average family in one load. The dimensions of this body are: 17 feet long (from rear of seat to rear of truck), 7 feet wide, 7 feet high.

"The truck is a Parker 3½ ton, model J9, made by the Parker Motor Truck Co. of Milwaukee. It has a Wisconsin motor, rated at 43 h. p. and is powerful enough to make the sway of such a large body negligible; that is, there is no noticeable loss of power in negotiating uneven ground.

"The wheelbase is 180 inches and the easy riding qualities can be attributed to the extra long springs, the front springs being 51 inches long, 3 inches wide, with eight leaves; the rear springs 60 inches long, 3 inches wide, with sixteen leaves. These extra long springs are standard on Parker trucks. I am using 36-inch steel wheels and Firestone solid tires 36-inch by 5-inch single in front, and 40-inch by 5-inch dual in rear."

PROLONGING THE LIFE OF THE MOTOR TRUCK

The Payne System:

1. Proper Lubrication
2. Intelligent Driving
3. Periodical Inspections



FWD truck in operation for eight years

MENOMINEE, MICH., Aug. 9—Proper lubrication, intelligent driving and periodical inspections—these are three essential fundamentals in prolonging the life of a motor truck, in the opinion of John Payne, proprietor of the Payne Transfer & Storage Co. of Menominee. The life of a truck in the transfer business is admittedly rough, calling for trips in all kinds of weather and with many conditions of road, but Mr. Payne declares that by following the three rules he has outlined the longevity of a commercial vehicle is increased. He bases his conviction in part on the eight-year operation of a Four Wheel Drive truck in his own business. This truck is still in good running order, and so bright is its future, its owner believes, that he recently invested \$2,000 to equip it with pneumatic tires and a new body.

"Know your truck" is Mr. Payne's advice. "Understand it thoroughly. Keep it well lubricated and look it over regularly for loose nuts and bolts. Keeping it washed will help you find these. Every truck owner would get better service from his truck by giving it the careful attention due it in order that it may be given every opportunity to prove its quality."

EDITOR'S PAGE

GOOD SERVICE, THE JOBBER, AND — ORGANIZATION

"**B**E sure to give good service and make good," advises a writer in this issue of *Distribution & Warehousing*. And an article telling something about the distribution methods of Procter & Gamble is a story of what a big national distributor looks upon as "good service." To emphasize further, a traffic manager says in a letter published in the Readers' Forum Department that "service is paramount."

"Old stuff!" exclaims the veteran storage executive—perhaps. Old, possibly, but not trivial. It is wise counsel, this plea by the shipper for gilt-edged service, for a great number of reasons. One of these reasons concerns the jobber.

Good service, service "one hundred per cent proof," service of the highest quality sold and delivered every day in the year by the merchandise warehouse industry universally, will build storage business millionfold. One national distributor, as told in the Procter & Gamble story, has eliminated the jobber and is selling direct to the retail trade through the instrumentality of the warehouseman.

This P. & G. change of policy will become known to all distributors who are to-day selling through the jobber. If it is a profitable policy—and who in warehousing will say it is not?—it is logical to expect that these other distributors who are not now utilizing the storage plant will in time follow the P. & G. example.

Good service at the warehouse, meanwhile, will hasten the day of

decline for the business of the jobber. No effort is wasted which the warehouseman concentrates on inquiries to learn from traffic managers what in their opinion constitutes such service.

And here once more we have—to talk in the phraseology of the movies—a close-up of the value of the existence of the Shippers' Warehousing and Distributing Association. In what more direct way than through personal contact with the men who are members of this organization, may the warehouseman acquaint himself with the manufacturers' ideas and ideals of good service?

BETTER HIGHWAYS

WE are building roads to-day which are not suited to carry the traffic which the automotive industry is manufacturing to be placed upon them—much like a railroad which builds rolling stocks but makes no adequate provision for a roadbed, if such a railroad exists anywhere. Moreover, we are building highways in places where they have been for many years. If they are full of short turns and mount small hills and descend into valleys, we leave them that way.

Some day America will have straight boulevards permitting high speeds between her principal cities. The country will be covered with a network of substantial highways which will permit the rapid movement of motor vehicles.

The industries engaged in the distributing of products can visualize the ideal highways transportation system—and must work for its attainment. One way to do this is to combat the idea held by many

people to-day that the efforts of roads officials should be directed toward decreasing the speed of the motor vehicle. The correct idea is quite to the contrary. The motor vehicle took its place in our modern civilization because of the increased speed which it could give to the human race. It is a backward step to try to limit its speed. The solution is the providing of good roads, so that the speed of the motor vehicle can be increased to maximum. It is entirely inefficient to purchase any piece of machinery and operate it at less than its maximum capacity.

Since the beginning of the highway transportation movement, about thirty years ago, there has been a steady tendency toward the centralization of highway building and maintenance, first by the State and then by the federal authorities.

The latest effort is the Townsend Bill, which undoubtedly will be brought forward again during the next sitting of Congress.

Get behind the Townsend Bill! Boost good roads!

A CORRECTION

WE are reminded by a director of the National Furniture Warehousemen's Association that the balloting in favor of organizing this new body, at the Mackinac Island convention in July, stood 325 to 25. It was stated in the August issue that the vote was 225 to 25. A mistake creeps in, now and then—sometimes an editorial one, sometimes typographical. The director who called this particular error to our attention wrote that he accepted our apology in advance and we know that the other men who attended the Michigan meeting will be equally as generous.

The 1921 Warehouse Directory

BY the time this issue of *Distribution & Warehousing* reaches the hands of subscribers the first of the questionnaires will have been mailed through which The Class Journal Company will obtain the information necessary for compiling the 1921 Directory of the Warehouse Industry. This Directory will appear as part of the December, 1920 issue of *Distribution & Warehousing*. Our December number will be known as the Directory Issue.

No warehousing document has ever been printed quite like the one which it is hoped that the 1921 Directory will be. A glance through the questionnaire, which is circulated under the title "Information Sheet," will show that this is true. The magnitude of the undertaking may be judged by the fact that ten thousand copies of the "Information Sheet" were run off in the first printing, with the type held for further use if necessary. Federal authorities, State commissions and the secretaries of various warehousing bodies have co-operated in furnishing lists of storage companies, these lists supplementing the nearly complete records already in the publishers' possession.

While there remains a great deal of work ahead for the men who are compiling this Directory, responsibility rests now largely with the men of the industry. As the August *Bulletin* of the American Warehousemen's Association emphasizes:

"The efforts of the publishers to make it [the Directory] complete should have prompt co-operation of warehousemen in the matter of furnishing the necessary data, and the publishers assure us that when they send out the blanks to secure the data, they will greatly appreciate promptness in supplying the information and it will enable them to furnish a work of very much greater value to all interests concerned."

"All interests concerned" embrace the warehouse industry in the United States and Canada, and manufacturers, shippers, advertisers and business interests generally. The Directory will be in effect the printed announcement of a census of the warehouse industry. Even the Government has never taken a census of that industry, and that is what *Distribution & Warehousing* is doing to-day.

Too much stress cannot be placed upon the prospective value of the Directory as a year-round reference work. Not only will warehousemen everywhere find it a desirable publication to keep beside them on their desks, but the shipper who distributes through merchandise storage plants will find in it the information he requires in keeping in intimate touch with the warehouse business. For this reason if for no other all the warehouse companies will want to be listed *correctly* in the Directory.

The inquiries being made through the "Information Sheet" cover important points in warehousing. These include the following:

Name of company. Office address. Names of president, secretary and manager. Number of warehouses—merchandise, household goods and cold storage. Square feet area of space for each of these branches. Railroad facilities—connections and direct sidings. Water facilities—steamship connections and waterfront piers. Distribution facilities—handling of pool shipments; whether company is a factory distributor; whether "flat rate" or individual charge system prevails. Number of warehouses bonded—whether by Government, State or privately; and square foot area of bonded space. Motor truck facilities—number of trucks, with make and capacity. Number of horse-drawn vehicles operated. Year business was established. Capital investment. Data on insurance rates. Information on fireproof construction. Whether company operates a traffic department, and name of traffic executive if the answer is "yes." Association membership connections.

Upon the warehouse industry is urged immediate co-operation in filling in the blanks and returning the "Information Sheet." Only through this co-operation may all companies be listed *correctly*.

The Tier-Lift Truck as an Aid to

REDUCING HANDLING COSTS

At the Appalachian Warehouses in New Orleans Merchandise Is Tiered with Reduction in Handling Costs, and with Increase in the Amount of Materials Handled, Through the Use of This Labor-Saving Device

A TIER-LIFT truck designed to lessen the expense of handling commodities in warehouse and factory was exhibited outside the convention room at the semi-annual meeting of the Central Warehousemen's Club at Minneapolis in July. The storage industry generally will be interested to know that it was a warehouseman's need for a machine with a lifting platform for use in a warehouse that led to the manufacture of this tier-lift truck—for the Appalachian Corporation, one of the South's greatest merchandise storage plants, found that its handling demands required the building of such a machine and it arranged with the Lakewood Engineering Co. of Cleveland to construct it.

"Operate Satisfactorily"

To-day tier-lift trucks are used constantly at the Appalachian warehouses, and Louis B. Magid, president of the New Orleans company, is au-

thority for the statement that they operate satisfactorily.

The tier-lift truck was designed to pick up and carry loads to destination and to elevate those loads to heights sufficient for piling material in box cars, stock rooms and other places where cranes are not available. It elevates to heights ranging from twelve to seventy-six inches from the floor without rehandling.

Lifts 4,000 Pounds

By electric power it raises weights up to 4000 pounds to heights of forty-two, sixty or seventy-six inches or any intermediate distances, and is designed to increase the economical height of storage piles and thereby increase the storage capacity of a given floor space from 200 to 500 per cent. A 4000-pound weight may be raised one foot in eighteen seconds, forty-two inches in approximately 46½ seconds, sixty inches in approxi-

mately one minute and thirteen and a half seconds, and seventy-six inches in approximately one minute and thirty-seven and a half seconds.

The maximum shipping weight of the machine, batteries included, is 3600 pounds.

Length overall, with steering handle in operating position, is 121½ inches; with step and steering handle folded, 109 inches; and the width over-all is thirty-six inches. Minimum turning radius is ninety-two inches.

Inquiry at the Appalachian Corporation brought this reply from Mr. Magid:

"The Lakewood Engineering electric truck has proved very satisfactory in the handling of tobacco and all other merchandise needing tiering. It does all it is claimed to do, and we have had very little trouble with its mechanical construction.

Built for Appalachian

"We were the ones that induced the Lakewood Engineering Co. to build such a truck for us, after we had spent considerable time with different manufacturers to build such a truck with a lifting platform, and we were the first ones to place an order with the Lakewood Engineering Co. for several trucks."

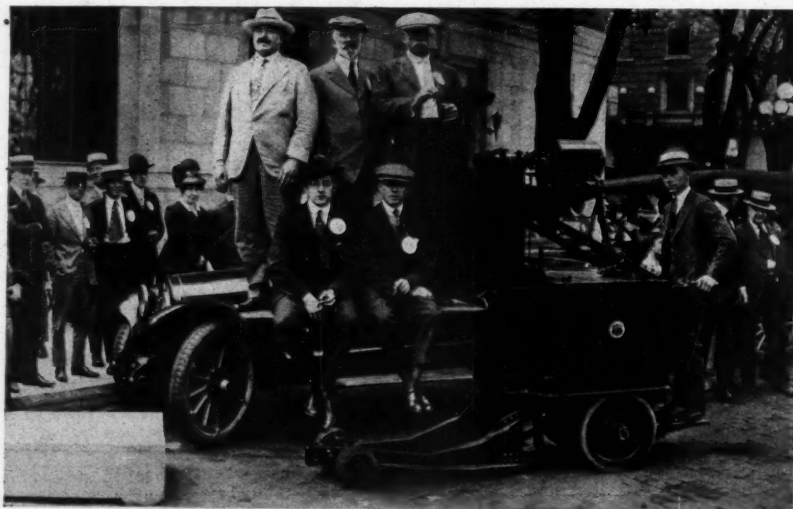
Mr. Magid added that the tier-lift truck was most suitable "for large warehouses and where tiering of merchandise is necessary."

Figures Showing Economy

Here are some figures on tobacco handling based on the Appalachian company's experiences at its warehouses:

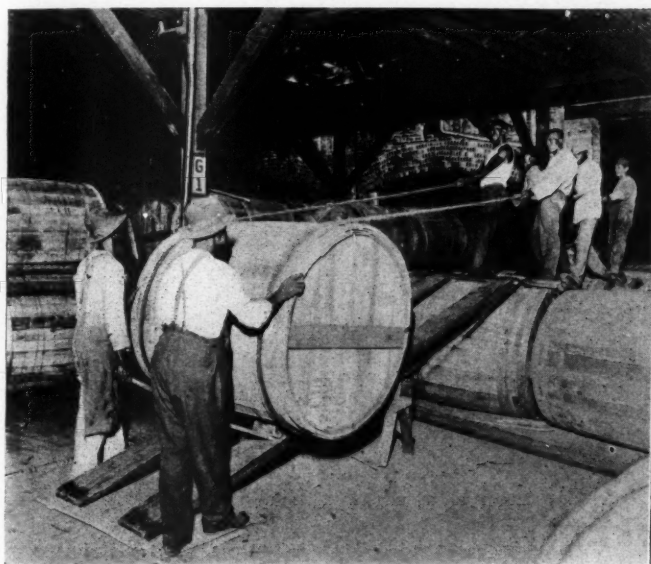
66% reduction in handling costs.
75% increase in material handled.

	Hand handling	Tier-lift handling
Men required	8	4
Tons handled in 9-hr. day	77	180
Length of haul.....	180 ft.	180 ft.
Labor cost, 9 hr.....	\$25.20	\$12.60
Cost per ton.....	.327	.094



Tier-lift truck on display at the Minneapolis convention of Central Warehousemen's Club in July—standing on platform (left to right) are J. ter Veen, Merchants' Warehouse Co., Peoria, Ill.; John Nichols, Merchants' Warehouse Co., Boston; W. L. Hinds, Merchants' Transfer & Storage Co., Des Moines, Iowa, and president of the Central Warehousemen's Club.

The New Way



The Old Way



At the left is shown a crew of seven men engaged in tiering casks at the warehouses of the Appalachian Corporation of New Orleans. At the right, a tier-lift truck is being used and the labor of only three men is necessary

The following analysis on handling costs and material handled is based on the moving of cotton seed meal at the Appalachian warehouses:

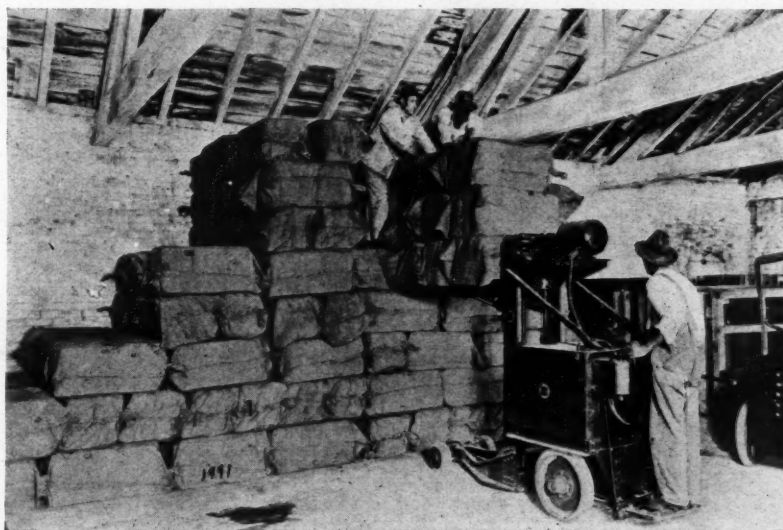
Handling Meal

74% reduction in handling costs.
88% increase in material handled.

	Hand handling	Tier-lift handling
Men required	6	3
Bags per trip	6	9
Length of haul.....	180 ft.	180 ft.
Labor cost, 9 hr....	\$18.90	\$9.80
Cost per ton	0.58	0.15

The Lakewood people send out their industrial transportation engineers to study special warehouse and factory problems before undertaking to make tier-lift installations.

There will be other articles on labor saving machinery in coming issues of *Distribution & Warehousing*.



A tier-lift truck in operation in a warehouse of the Appalachian Corporation of New Orleans

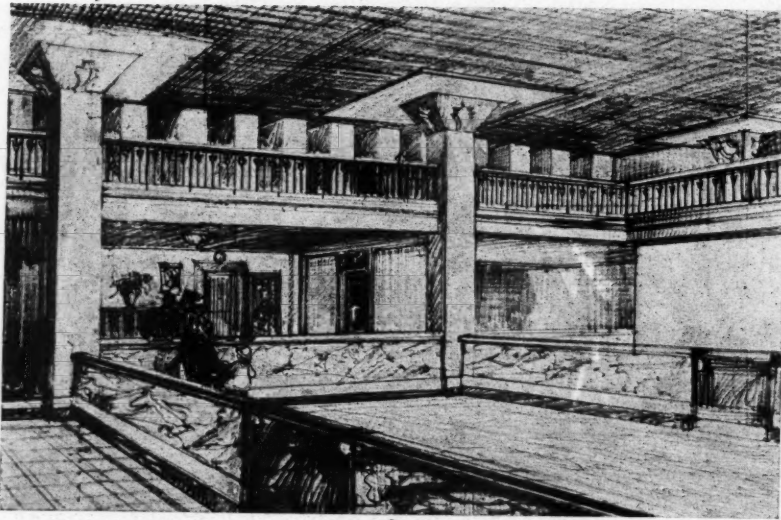
Thefts from Storage at Sydney

WASHINGTON, D. C., Aug. 2—Goods in storage at the waterfront at Sydney, Australia, have been subjected to systematic pilferage, says a report to the Department of Commerce from Henry P. Starrett, United States Consul at Adelaide. The Chamber of Commerce at Sydney has characterized the thefts as "serious loss to the community and is becoming a national stigma." Steamship interests have suggested "that the practice of utilizing cases in which goods are shipped, for advertising purposes, and of indicating thereon the nature of the contents of the packages, be discontinued, wharf laborers and others handling packages knowing thereby the exact nature of the goods they were after, and could put the packages away and make their choice later at their leisure."

Japanese Storage Space Scarce

WASHINGTON, D. C., Aug. 11—Storage space is extremely scarce in the port cities of Japan, reports Alfonso Johnson, United States Trade Commissioner at Tokio, to the Department of Commerce. The congestion in customs compounds often delays unloading and handling of cargo, and the customs authorities have adopted the practice of bonding shipments at high rates of storage if the goods are not removed promptly; this is to encourage consignees to expedite transportation.

A schedule of storage charges in both private bonding warehouses and Government bonded warehouses at Japanese ports is on file with the Department of Commerce and information will be furnished, upon request, for specific commodities.



WHAT'S WHAT II

VII.

Fidelity Storage Co.

Baltimore

SEVERAL months ago *Distribution & Warehousing* called attention to the organization of the Fidelity Storage Co. in Baltimore, Maryland. The building which is being erected for them on Maryland Avenue is well under way and it

is anticipated that occupancy will be possible about October first. The Fidelity is not identified with the Baltimore Fidelity Warehouse Co. (merchandise).

That the directors of the former company are aware of the need in Baltimore of a modern fireproof warehouse for the storage of furniture and personal effects, and are far-sighted, is indicated by the nature and size of the warehouse under construction and the fact that land has been acquired to permit of later extensions. The present structure is 125 feet long by 56 feet wide and has six stories, a mezzanine floor and a basement. The attractive appearance of the exterior is indicated by the accompanying illustration.

The interior arrangement and appointments are not less conspicuous. Only a suggestion is offered by the interior illustration. The office layout consists of a main lobby with clerks' working space directly to the rear and separated from it by a marble counter. Back of the clerks' office, with a door facing the main entrance, is a small but modern silver vault. To the right of the lobby is the manager's private office, and to the left is a ladies' waiting room; both are separated from the lobby by mahogany rails. The passenger elevator is conveniently located just back of the ladies' waiting room. Beyond the general offices, but in plain view through the plate glass partitions, is the piano room; back of this is the main freight elevator, loading platform, shipping room, etc.

A trunk room and additional space for storage of pianos are provided on the mezzanine floor, which is directly over the main piano room. The second and third floors will be entirely sub-divided into private storage rooms of varying capacity; the fourth floor, in like manner, will be split up into larger rooms or compartments for exceptionally big lots or for consolidation of small ones; while the fifth and sixth floors will be devoted entirely to open storage. A well-equipped crating room is located in the basement. Here, too, are rooms for packing materials, and the heating plant.

Moore & Dunford Engineering Corp., of Chicago, designed this warehouse and are supervising its erection. The West Construction Company, of Baltimore, are the general contractors.



T IN NEW BUILDINGS

VIII.

Smith Transfer & Storage Co.

Washington, D. C.

WITH the completion of its new warehouse at 1307-1329 U street, N. W., Washington, D. C., Smith's Transfer & Storage Co. has placed itself in a position to handle all branches of general warehouse business in the Federal District.

Construction was begun in August of 1919 and the building was completed a few months ago. The structure is of reinforced concrete and is equipped with all modern appliances, spacious elevators, etc., and contains approximately 500 private rooms for household goods storage and ample open floor space for dead storage of automobiles.

The building was designed by Harvey H. Warwick, a Washington architect, and the general contractors are the Wise Stone, Granite & Construction Co.

The Smith company was established in business in 1899. It is an authorized delivery agent for a number of railroads, including the Baltimore & Ohio.

(Note: Photograph and description of new warehouse of Jackson Express & Van Co., Chicago, to have been published this month as part of the series on "What's What in New Buildings," has been held over for a future issue.)



COMING

in the "What's What in New Buildings" series are pictures and texts which will tell you about the new warehouse structures of

Hollander Express & Van Co., Chicago

Allen Storage Co., Flint, Mich.

Schenectady Storage & Trucking Co., Schenectady, N. Y.

Southern Bonded Warehouse Corp., Petersburg, Va.

Polsen Fireproof Storage, Chicago

Cadwell Transfer & Storage Co., Mason City, Ia.

and others

\$

DOLLAR IDEAS

\$

SEND IN AN IDEA—EARN A DOLLAR

DISTRIBUTION & WAREHOUSING will pay \$1 each for ideas for this department, which is twofold in purpose: First, it gives you an opportunity to get paid for telling the other fellow something he hadn't thought about that should help him in his business. Second, you are going to be helped by the Dollar Ideas which the other fellow sends in. Tell something of how you revised your stock report system, obtained a new customer, reduced your fire insurance, built bigger business through advertising, eliminated rodents, ironed out a labor problem, repiled your goods with profit, "slipped one over" on a competitor—how you achieved anything at all worth the telling.

The shorter the snappier—it's the idea, not the length, that counts. And—

By the way: Call this department to the attention of your employees. They may have Dollar Ideas that even you don't know about!

THE WAREHOUSE AND THE MAP

BUSINESS and profits are attracted by John Winkler's Sons, Inc., of Far Rockaway, N. Y., through the agency of the map illustrated herewith. On one side of a card, six by five inches square, is shown Far Rockaway's geographical position in relation to New York City, Brooklyn and the towns of Long Island. On the reverse side is the explanatory text, which includes:

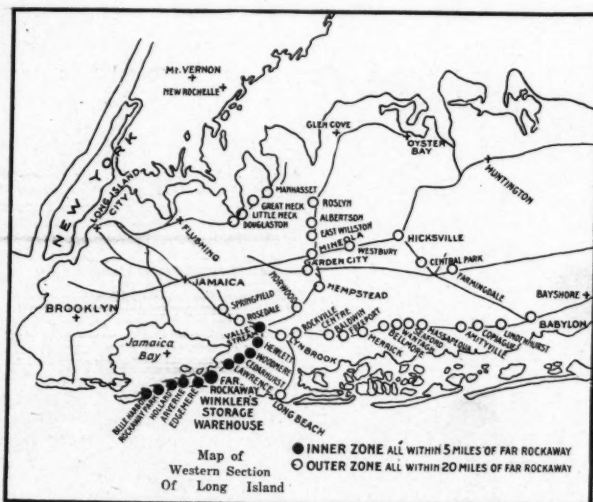
"The towns shown within solid [red] dots are within a short distance of Far Rockaway and shipments of carload or less can be handled conveniently.

"The towns within circles [red] are farther away, but carload lots can be shipped in our care and we shall be pleased to take care of our correspondent's interest.

"Ship direct to towns shown on the map and mail bill of lading to our address."

Information regarding railroad connections is also given in the text, together with the names of the associations of which the company is a member.

A map-card of this kind enables the shipper readily to visualize a company's location. Accordingly it is good publicity.



FREIGHT CARD

"RAD" is cutting down on his telephone bills, and thereby saving money, through the use of the freight card illustrated herewith.

The thought that "Rad" has is:

"Why pester the railroad freight clerks with repeated telephone inquiries regarding shipments which haven't ar-

rived and perhaps will be delayed another twenty-four or forty-eight hours with no blame at all on the part of the clerks?"

In hot weather it is liable to be provocative of loss of temper; in any weather at all it takes up time and costs tolls.

So "Rad" is using this freight card in his business and, he writes:

"We are having good success with it, and the expense of having the cards printed and getting them into the hands of the railroad clerks is one-fifth of the price of telephone calling—and the delivery clerks know we are looking for a certain lot of goods."

As the industry knows, "Rad" is Everett M. Radcliffe, manager of the Radcliffe Storage Co., Grand Rapids, Mich.

RAT RIDDANCE

WHEN getting ready to whitewash a warehouse or any part thereof, add enough copperas crystals to make the fluid of a yellow color before applying. In every crevice and in the corners put some of the copperas crystals. The result will be a stampede of rats—without any danger of their return. This should be repeated in the spring of each year. The preparation is a fine purifier, also.—Nap. B. Jillson, Dayton, Ohio.

Grand Rapids Mich. _____ 191_	
Rail _____	Co. _____
Freight Department _____	
City _____	
Mr. Delivery Clerk. _____	
We have a _____ B. L. for a lot of Household goods from _____	
Shipped _____	
Via _____	Consigned to _____
on which the Freight is _____ Prepaid.	
Kindly notify us as these goods arrive and greatly oblige.	
Your Friends _____	
Radcliffe Storage Co. _____	
Per _____	

TWO BITS

A Bit Here

A Bit There

Vol. I

Gotham, September, 1920

No. 3

News are considerable infrequent this mo., what with nobody co-operating by sending us in items of interest. Come across with write-ups, boys; r.r. fares have gone up & we can't be traveling all the time in search of paragraphs.

The So.Side co. of Racine, Wis., has despatched ye editor an elegant yellow lead pencil. The tel. no. (674) is on it, but long distance rates betw. Gotham & Racine are pretty high these days so what use is the no. to us? None, that we know of.

Ye editor's photographic likeness was published in our Aug. issue.—*Advt. t.f.*

L. Magid of New Orleans contemplates to build a new w'house in place of the 1 burned down by fire. Progress is the order of the day in our growing industry.

This office is shy on blotters. How about it, boys?

Our thanks to C. J. Neal of Cleveland for some drinking cups. They serve handy around our office these hot days, C. J.

Jno. Woodside, the Atlanta storager, has authored a treatise on the flu. Thanks for your booklet, Jno., & we expect to cut down our Dr.'s bills during the next epidemic.

A postcard mailed in Gotham on Apr. 22, 1916, reached ye editor on Aug. 12, 1920, namely, 4 yrs. after. If it had been a letter with check for subscription to *Two Bits* we would have written something mean to P.M.-Gen'l Burleson, but what is the use, as he will be out of office next March 4, which many are glad of, we hear.

Don't forget our Directory Issue, out in Dec. & a fine Xmas present in itself. Do your Xmas shopping early & subscribe now.—*Advt.*

Two Bits got scooped on an important item last mo. Hebe Page of Dallas was to Gotham on a visit.

We don't know how our Gotham correspondent expects to get a raise if he falls down that way. We hate to be a mo. behind in news. It looks like we was lax.

Ye editor contemplates an early Sept. dash to Chicago on business & thence to Cape Cod, Mass., vacationing for 2 wks. A good rest is what we need, but *Two Bits* will be out on time in Oct. just the same.

In the July *Two Bits* we mentioned how ye editor blew W. A. Morse of Minneapolis to an 85-cent lunch in Gotham. This was 10 cents more than W. A. paid when reciprocating subsequently. We are getting pretty proficient in cost accounting, W. A.

C. P. Thomson took a flying trip to Gotham on business last month. Grand Rapids newspapers were scooped by *Two Bits* on this item.

Next month we may publish a poem if we can find anyone to write one for us.

New Orleans is where we hope the A. W. A. holds its December convention. Ever since we used to study geography we always wanted to see what a delta looked like.

A certain warehouseman owes ye editor 75 cents which he borrowed and forgot to pay back. Unless he repays we will mention his name in *Two Bits* and expose why he borrowed it.

F. E. Scobey of San Antonio, the members of our warehouse industry may be interested to know, has for many years been a personal friend of Warry Harding, the Republican candidate for United States prexy. F. E. announces to *Two Bits* that he is campaigning for Warry and expects to carry Texas into the Republican column next November. Warry is *Two Bits'* choice, F. E.

NEXT MONTH we shall publish an exclusive photograph of how a certain Chicago storager engages in outdoor athletics. How about it J. H. T.?

—“Scissors.”

WESTERN UNION		
NIGHT LETTER		
RECEIVED BY	TIME FILED	CHECK
GEORGE W. E. ATKINS, VICE-PRESIDENT	NEWCOMB CARLTON, PRESIDENT	SELYDEN BROOK, VICE-PRESIDENT
<p>SEND the following Night Letter, subject to the terms on back hereof, which are hereby agreed to</p> <p>Ye Editor, Two Bits, Gotham, N. Y.</p> <p>Contrary to orders the Office Kittens have disturbed my vacation by causing to be sent to me your bum paper called and known as "Distributing & Warehousing" -- in certain sources called worse than that -- and to make matters worse I find that in your desire to save paper you have left out pages 17 to 32. As you describe these pages in your "Contents" they must have contained the most important part of your rotten current sheet. What happened, editor? Did you slip in by mistake a story of the doings of the K.C. Wrecking Committee and at the last minute have to cut it out on the orders of the Big Boss? If you have those expunged sheets handy send them down to me. I'll not agree to read them but since I have paid for your old magazine I would like to have all of it. On second thought I told the Office not to bother me with any thing heavy. Under those instructions they played safe and sent me your August issue. "Crutch"</p> <p>If the above writer wants to waste his vacation allowance on telegraph tolls, who is going to say "No?" Not we, but we got 1/2 a mind to cut off his subscription to <i>Two Bits</i>, which never got a mean slur vs. it like this before.</p>		
<p>Summer Office Watch Hill, R.I. August 17 1920</p>		

If the above writer wants to waste his vacation allowance on telegraph tolls, who is going to say "No?" Not we, but we got 1/2 a mind to cut off his subscription to *Two Bits*, which never got a mean slur vs. it like this before.

READERS' FORUM

DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City

"QUICK SHIPMENTS" AND "PROMPT ATTENTION" URGED BY TRAFFIC MANAGER

EDITOR, *Distribution & Warehousing*—We have been sold on the idea that it is cheaper to distribute through warehouses than to ship L. C. L. from our factory to customers in the warehouse territory, and to my way of thinking the point which the warehouseman should emphasize in selling himself to the distributor is that of giving SERVICE, as SERVICE is paramount these days.

If we can say to our customer that we have a stock of goods available in a nearby warehouse and that this warehouse is no further away from him than his nearest telephone, it will encourage that customer to order his goods direct from the warehouse rather than sending it to our factory, which would mean a delay in shipping.

"Quick Shipments," and "Prompt Attention" to orders received from the manufacturers who distribute through warehouses, are the points which the warehousemen should emphasize; a thorough analysis of the goods which the distributor manufactures is also of much importance, because we find that comparatively few customers order our goods according to the style number as shown in our catalog. It seems that the customer prefers to order the goods in his own way, giving a description of what is wanted rather than the style number.

Since we permit our customers to order direct from the warehouse and permit the warehouse to ship orders to our customers who are in our list of approved credit customers, then it becomes necessary for the warehouseman to be able to interpret an order correctly.

Get Acquainted

The best way for a warehouseman to become acquainted with the distributors' products is to visit the factory as often as possible and to get acquainted with the make-up of the goods which the warehousemen handle from the raw material to the finished product, or in other words from beginning to end.

Get all of the information that you can relative to the particular product which the warehouseman is handling, and he will be in a better position to act as an agent or representative of the distributor than where such information is lacking.

Cementing Friendship

We invite all of the warehousemen that we do business with to come to our office and to go through our plant at least once a year. In this way, they will not only gain information that is

"SERVICE IS PARAMOUNT"

So writes Mr. Simon in a letter in which he invites warehousemen to visit the factory of the Keystone Steel & Wire Co. at Peoria, Ill.

Mr. Simon is president of the newly organized Shippers' Warehousing and Distributing Association, comprising manufacturers' representatives who handle warehouse accounts.

of value to them as well as to us, but it will cement a certain feeling of friendship that cannot be secured in any other way.

We believe that the distributor as well should in turn visit the warehouseman in order to develop this feeling of friendship.

The writer makes it a point to visit the warehouses that we do business with at least once a year and we always find that a visit of this kind far more than pays for itself. It takes time, and it costs money, but it is time and money well spent.

The points that we would like to emphasize in the minds of our customers are:

Our factory is no further away from them than our nearest warehouse.

We can give customers the same service from the warehouse as we could from the factory.

They can either mail or phone their orders direct to the warehouse without having to wait for the head office to pass on credit standing.

Of course there is some of the trade with a limited capital to whom we cannot extend this privilege, but, of course, such trade is not at all desirable; however, in such cases, we always write them for cash in advance, and then make shipment from our nearest warehouse. We have instructed our warehouses to refer all orders from a customer not on our credit list direct to the factory.

In my opinion the warehouseman has barely scratched the surface when it comes to handling business on a distributive basis.

We find that handling our products through the warehouse gives us an advantage in more ways than one.

For instance, last year, our entire plant was shut down for a period of almost three months on account of a strike and we were not permitted to make shipments from our factory; however, this did not interfere with our making shipments from our various warehouses and we were fortunate in having a big stock on hand at all warehouses, and the business done in this way carried us through the strike period.

Recently we were suffering on account of a switchmen's strike, and were unable to make shipments from our plant except in a few isolated cases. However, the shipments from our warehouses were going on as usual.

Value of Advertising

In conclusion wish to emphasize that the success of the warehouseman varies in direct proportion with his service-rendering power and with his ability to get in touch with the maximum amount of distributors through

advertising and other sources.

We are glad, indeed, to note the interest which *Distribution & Warehousing* has taken in regard to bringing the warehouseman and the distributor closer together, and we feel that they are to be congratulated upon for their successful efforts.—*Keystone Steel & Wire Company, Inc. Simon, Manager, Transfer Department.*

LACK OF CARE SHOWN BY TRAFFIC DEPARTMENT

ATLANTA, GA.

EDITOR, *Distribution & Warehousing*—There has been considerable discussion in your journal regarding the lack of co-operation among the warehousemen with traffic managers, and quite a lengthy discussion of the advisability of warehousemen being conversant with rates, etc.

The enclosed copy of a letter to the — Stove Co., of —, illustrates this point very clearly, and also points out lack of care in entering into details, either in the traffic department or the billing room. In this instance the goods were billed simply "cook stoves." There are three different classifications for cook stoves—these being oil, or gas, or gasoline, made from sheet metal; cast iron ranges, cast steel ranges made for burning wood or coal; cast iron charcoal burners. No distinction was made in the billing, simply calling them cook stoves, this causing delay in these stoves reaching us for more than thirty days.

If you wish to use this letter in demonstrating a lack of co-operation from the manufacturer's point you may do so, omitting the name of the company as we do not think it would care to appear in the light in which this might place it.

Incorrect Billing

It is very clear to us from the standpoint of a warehouseman that some of our traffic friends are very lax in their methods, both in shipping goods and seeing that they are billed correctly, and we do not believe that it is any part of the warehouseman's duty to dig into their classification, but where an amount of money is involved, as in this case, it would certainly not be showing co-operation to pay the bill and forward the expense bill to the point of origin.

The letter we sent to the stove company reads:

"Gentlemen:—This morning we are in receipt of an expense bill from the N. C. & St. L. Ry. here on your car P. M. No. 8433 and a demand has been made on us for an additional freight charge of \$119.23, although it shows

that you paid \$202.67, leaving a balance of \$115.76 plus \$3.47 war tax.

"This all is caused through the negligence of your shipping department in their manner of billing. If you will refer to the Consolidated Classification List No. 1, page 377, item 21, you will see that a 36-foot car is billable at a minimum of 16,000 pounds, and that on a 36-foot, 6-inch to a 40-foot, 6-inch car the minimum rate would be 17,920. The billing clerk who rendered this expense bill took this classification, because you called your stoves 'Cook Stoves' on your bill of lading, which is under item 24, page 377, which is the classification on iron stoves, charcoal heaters, etc., and under this latter classification the minimum is 26,880 pounds.

"We have taken this matter up with the N. C. & St. L., and they are asking for your bill of lading, the expense bill, and your invoice to prove that our contention is right, and after we have proven it the additional expense on the 1920 pounds should not amount to more than \$15 or \$18 as against the charge of \$119.23. We will pay this difference and after you have gone through your Consolidated Classification List No. 1 you will find that we are correct, or if you put a different construction on it you can make a claim for the extra amount that we are paying.

As to Car Sizes

"There is another feature that you should pay the strictest attention to. If you order in a car on your side track without designating the size it is presumable that you order a 36-foot car, with a minimum of 16,000 pounds; but as is the case in P. M. car No. 8433, this is a 40-foot car and it is billed on the expense bill '40-foot car, full to the roof,' which may or may not be true because we have not seen the car, but in every instance you would have to pay the extra excess minimum rate on a 40-foot car whether it was full or not full, unless you placed on your bill of lading distinctly 'a 36-foot car delivered. No claim for excess minimum allowed.'

"We are in receipt of your bill of lading on B. & O. car No. 96566, and we notice that you have billed this C. N. and L. & N. This office has repeatedly requested that you bill these C. & N. in care of L. & N. at Cincinnati, and we have given you our very good and sufficient reasons for this, and on all five cars now out our request has been ignored. Now we do not want for a moment to appear to be butting into your business, but we do want to render every help we can and have evidenced this desire repeatedly, but if your people for any reason do not wish

to act on these suggestions please advise us and we certainly will not offer any further, but as shown in the above instance on car P. M. No. 8433 we are saving you practically \$100, because if we had not gone to the trouble of digging up this classification and the excess charge on a 40-foot car, as noted above, you would have been out this \$100, but we feel that the time has arrived, when our suggestions having been repeatedly ignored, that you do not wish to be bothered any further by us. May we not hear from you?

Care in Routing

"We wrote you recently regarding orders sold by Mr. — in South Carolina. While the orders coming through from your office directed these orders to be shipped into the same towns in North Carolina, and as we are very confident these towns do not exist in North Carolina, it would be only proper for us to hold up the orders until you instruct us correctly regarding same, and we trust that you will do this by return mail."—*Southern Sales & Warehouse Co.*

1921 DIRECTORY

Reprinted from the August "Bulletin" of the American Warehousemen's Association

THE Directory of the Warehousing Industry, heretofore published by **DISTRIBUTION & WAREHOUSING**, New York, in book form, will be published for 1921 as a part of the December, 1920, issue of **DISTRIBUTION & WAREHOUSING**, which will be known as the Directory Number. It will include a comprehensive and complete directory, revised and brought up to that date. By this plan all subscribers to this magazine will receive the Directory Number as a part of the subscription, without extra charge. It will also be furnished to new subscribers who send in their subscription before December.

The directory has become a valuable aid, not to warehousemen alone, but to manufacturers, distributors, advertisers, etc., and the efforts of the publishers to make it complete should have prompt co-operation of warehousemen in the matter of furnishing the necessary data, and the publishers assure us that when they send out the blanks to secure this data, they will very greatly appreciate promptness in supplying the information and it will enable them to furnish a work of very much greater value to all interests concerned.

Your correct listing in it will have a distinct value and the matter is well worth your prompt co-operation.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Mr. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs. DISTRIBUTION & WAREHOUSING cannot agree to answer all questions, but will do so as far as is possible.

WHEN GOODS ARE SOLD FOR UNPAID CHARGES

EDITOR, *Distribution & Warehousing*:—Could you publish for us a form which has actually been used by some warehouses when goods stored were sold to provide money to pay unpaid charges for storage, etc.?—D. B., Syracuse, N. Y.

ANSWER:—Yes. The following form actually appeared in a New York City newspaper just a few days ago:

Warehouseman's Sale of Goods for Unpaid Charges.

IN ACCORDANCE WITH THE PROVISION OF LAW, there being due and unpaid charges for which the undersigned Storage Warehouse is entitled to a lien as warehouseman on the goods hereinafter described, and due notice having been given to all parties known to claim an interest therein, and the time specified in such notice for payment of such charges having expired, there will be sold at public auction at our Warehouse # West St., New York City, ON TUESDAY, July ..., 1920, at 10.30 a. m., and on Thursday, July ..., 1920, at 10 a. m., and if the sale thereof is not completed on said dates, the same will be continued at the same place, at our Warehouse #... West ... St., New York City, on each and every Tuesday thereafter, beginning at 10.30 a. m. on each day and continuing until all goods are sold, to wit: Sewing Machines, Parlor Suites, Household Furniture consisting of Parlor Suites, Bedroom Suites, Dining Room Suites, Chiffoniers, Library Furniture, Pianos, Victrolas, Musical Instruments, Carpets, Rugs, Trunks, Boxes, Barrels, Suit Cases, contents consisting of clothing, linen, books, papers, stationery, pictures, bric-a-brac, china, glassware; Baby Carriages, Silverware, Bedding, Draperies, Linings and Materials, and other personal effects held for the account of the following parties concerned:
[names]. THE GOODS WILL BE ON EXHIBITION AT THE TIME AND PLACE OF SALE AND ON EACH DAY OF SALE.

..... Storage Warehouse Inc.
Office, West St.
New York City.

When Goods Are Burned

EDITOR, *Distribution & Warehousing*:—On March 4, 1920, our storage house burned to the ground and we have one party suing us for his

household goods. He claims he ordered them shipped March 1st, and we did not get them out, so he wants us to pay him about \$359 and costs.

We claim although all correspondence is burned that he sent us a check for one month's storage and his packing charges and said he would want his goods about March 1st, but did not send prepaid freight or give us shipping instructions. We were very busy and were waiting for instructions; that is why they were not shipped. Please tell us if we are not taking the right stand and if you can cite us any case of this kind that we can give to our lawyer?—H. B. B. T. Co., Hastings, Nebr.

P. S. Later we found out that a party who owed him was supposed to come down and give us instructions and prepay the freight for him.

ANSWER:—Counsel in charge of a case usually do not like to be interfered with but if you wish you may refer them to the cases cited in 40 *Cyc. pg. 448, sub. C.*, entitled "Failure to comply with instructions as to delivery."

The added paragraph of your letter strengthens your case, of course, as you are not responsible for the failure of your customer's agent to carry out the instructions given him by his principal.

Theft from Warehouse

EDITOR, *Distribution & Warehousing*:—We have recently had some goods stolen from our warehouse building and wish to ask about our responsibility in case of theft. The building was not broken into and we think the locks were picked so that entrance was made through the main door. However, the locks were changed as soon as the goods were missed and nothing has been bothered since that time.

We have not yet made any settlement for the stolen goods and ask that you give us some information regarding our responsibility.—C. D. & Sons, Ottumwa, Iowa.

ANSWER:—The only point in ques-

tion in your case is: did you use reasonable care to preserve the property? This is a question for a jury to decide but I think it should be decided in your favor.

Of course I do not know all the facts in the case so I must base my opinion on the facts which are contained in your letter.

Why do you not consult local counsel before making any settlement? After going into all the facts carefully he may be able to assure you that you are not responsible at all.

Bill of Lading Defined

A BILL of lading is a carrier's receipt for property and a contract to carry and deliver, it was recently held by the Supreme Court of Nebraska (*Omaha Elevator Co. vs. Chicago, B. & Q. R. Co.*, 178 N. W. pg. 211.) The court said:

"It is not the consigned property, nor the title thereto, nor a negotiable instrument. It is evidence of ownership in the hands of the holder, but does not preclude inquiry into the circumstances under which it is transferred or surrendered. Without the receipt or possession of property to transport or to divert beyond the original destination, there can be no valid bill of lading. The liability of a carrier for the transportation and delivery of property does not attach until it receives the property."

"Reasonable Time"

THE Supreme Court of New Jersey, in a case before it recently, held that a carrier of goods must allow the consignee a reasonable time to take goods away, after receipt of notice of arrival.

Evidence showing that employees of the consignee calling to get goods at the carrier's pier, immediately upon receipt of notice of arrival, were told that the carrier "did not have the goods," etc., warranted a finding by the trial judge that the consignee was not allowed a reasonable time to take the goods away.

In this case the consignor had shipped goods by the carrier to a man named Mandel in New York City. Mandel was notified of the arrival of the goods at the carrier's pier in New York City and went immediately to get the goods.

He inquired at the carrier's office on the pier and was told they did not have the goods. He then went to different places on the pier looking for them, but could not find them.

The railroad held them for some time and then put them in a warehouse pursuant to the terms of the bill of lading, and as a result they were never delivered to the consignee.

These circumstances were sufficient, the court held, to justify the finding that a sufficient time was not allowed to remove the goods.—(*Koch vs. Del., L. & W. R. Co.* 110 *Atlantic Rep.* 128.)

Value at Destination

THAT an injury to a shipment is measured by the market value of the goods at the point to which they were to be shipped, and not by the subsequent resale price elsewhere, was the decision of the Supreme Court of Utah in the recently decided case of *Barry vs. L. S. & S. L. R. Co.* 189 *Pac.* 70.

The court held also in this case that the Carmack Amendment, giving a shipper a right of action against the initial carrier, does not deprive the shipper of his common law right to sue all the carriers jointly.

Responsibility Decision

AN interesting action against a transfer and storage company for injuries sustained by a child who was run down by a truck, which had been rented out with a driver for a certain sum per hour, was decided in the Supreme Court of Washington, a short time ago.

It appeared that the transfer and storage company, which did business in Seattle, had rented a truck to a potato grower—that he might deliver potatoes from cars and warehouses to various retail dealers in the city—at a rate of so much per hour.

A verdict of \$10,000 was rendered against the transfer and storage company in the trial court. On its appeal the judgment was reversed with directions to dismiss the action, the Appellate Court holding that, even though the evidence failed to show that the driver was at the time of the accident in the exclusive direction and control of the hirer, and so was the servant of the transfer company, nevertheless as there was no proof that the driver had been guilty of a want of

ordinary care the action should be dismissed. (*Macale vs. Lynch* 188 *Pacific* 517.)

Common vs. Public

IN a recent New York case it was held that whether a carrier of goods is a common carrier or is a public carrier depends on his course of conduct; the way he holds himself out to the public; and the ordinances, etc., under which he may become a public carrier.

In this case a shipper sued a carrier for the loss of goods which occurred while the carrier's driver left his truck unattended and went to the upper part of a building in front of which his truck was standing.

The court held that a licensed city truckman in the City of New York was not a common carrier although he kept his vehicle at a stand in a public street, and was therefore not an insurer of the goods but liable only in case of negligence.

The verdict of the jury in the case was that the carrier was not guilty of negligence or of want of ordinary care.—(*Stevenson vs. Hartman* 181 *N. Y. S.* 465.)

When Goods Are Misrouted

THAT a carrier's error in sending a shipment to a wrong station, where it remained two weeks, was an act of negligence for which it was liable in damages, was the decision of the Supreme Court of North Carolina, in a recent case.

Suit was started against a carrier for damages alleged to have been sustained to a cotton crop because of the carrier's failure to deliver 115 bags of nitrate of soda shipped from Wilmington, N. C.

It appeared that the goods had been addressed to Woodley's Siding, N. C., which name had been changed to Plainview because there was a station known as Woodley in another county in the State. The court held that the carrier was nevertheless liable for negligence in delivering the goods to the wrong station.—(*Gatlin vs. N. S. R. Co.* 102 *S. E.* 779.)

Not a Warehouseman

WHERE a warehouse company which had no warehouse of its own, and did not store goods for the public generally or at all but only stored the goods manufactured by one certain manufacturing company in a shed furnished by the company on its premises, it was not a warehouseman within the meaning of the Uniform Warehouse and Receipt Act in the State of Washington, according to

the decision in a case recently decided in that state.—(*Citizen's Bank vs. Gettig*, 187 *Pac.* 217).

Briefs

A "bill of lading" was recently defined by Judge Walker of the Supreme Court of North Carolina, as an instrument issued by the carrier to the consignor, consisting of a receipt for the goods and an agreement to carry them from the place of shipment to their destination. (*Aman vs. Dover & Southbound R. Co.* 102 *S. E.* 392.)

IN the recently decided Washington case (*Diamond Ice & Storage Co. vs. Klock Produce Co.* 189 *Pacific* 287), it was decided by the court that when a storage company makes good to its customer all loss or damage suffered by reason of the negligence of the storage company the latter is entitled to its charges the same as when it has made a proper return of the goods in good condition.

THAT a storer of goods in an action against a warehouseman for negligent injury to the goods because of injury by water, has the burden of showing negligence on the part of the warehouseman throughout the trial—although proof of delivery in good condition and injury to them while in the warehouseman's possession makes a prima facie case under the Oregon Law—was the decision of the court in the lately decided Oregon case. (*Hensen vs. Oregon Washington R. & Nav. Co.* 188 *Pacific* 963.)

Warehousing Bond Issue

RICHMOND, CAL., Aug. 7.—Citizens of Richmond will vote on Sept. 28 on a \$100,000 bond issue for constructing an addition to the warehouse at Wharf No. 1. This money would be part of \$400,000 contemplated for general harbor improvements if the voters so decide.

IDLE THOUGHTS

The ultimate in publicity-seeking on behalf of automobiles has been reached. A Detroit company's daring bid for free advertising sets forth the theory that the so-called canals on Mars are not canals at all but are "a wonderful system of good roads over which thousands of Martian automobiles roll daily." Yes, and those so-called spots on the sun are not spots at all. They are groups of solar warehouses. Next!

The opinion by Federal officials and financial interests that the motor truck is essential does not agree with convictions of the transfer man who continues to operate with horse-drawn vans.

STUMBLING BLOCKS

A Series of Letters

In which Storage and Distribution Men Talk Straight From the Shoulder Regarding Problems They Want Solved

No. 6

"SORTING AND HANDLING"

By a Warehouseman

I DO not think, in any case where the matter is thoroughly gone into, that you will find that the warehouses are trying to take advantage of the distributor.

In many cases wherein the manufacturer seemingly has a just cause for complaint is wherein a car is shipped to a warehouse from some point and the railroads are obliged to transfer this car and their commodities get terribly mixed. For instance, we have several customers who ship us cars with ten or fifteen different kinds of merchandise in the same car, and where a case arises that this car has to be transferred you can see very readily where it would cost the manufacturer a tremendous amount of money for sorting and handling this car in comparison with what would have been the procedure had it come through in the original car without being broken up in transit. You take this same instance where you receive a car for a jobber located in your city; he is in position to know the conditions and if necessary place his own men in the car for the sorting of these goods, eliminating quite an expense to the manufacturer or the jobber.

As for reports I cannot see why any warehouse would be justified in not making reports in accordance with the distributors' requirements, with the price understood at the time the contract is made. Of course, you appreciate that when a party is located in the same city with the warehouse, he has a daily record of all transactions and practically knows the amount of stock he has in storage and does not require the number of stock reports which a party does a thousand miles away wherein the report is in the mails from two to three days. And it must be taken into consideration by distributors not located in the same town with the warehouse that under the labor conditions he must be reasonable as well as anyone else in his requirements, because it is materially for the interest of the warehouses to have their reports checked up at least once a month, enabling them to keep their stock straight in every instance where possible for

(Concluded on page 39)

"STORAGE AND CARTAGE RATES"

By a Traffic Manager

MOST of the warehouses with whom we are doing business have quoted us two rates, one under the heading of *storage*, which is so much per box per month for the first month and a little lower rate for the second month and this rate includes the following: unloading the car, tallying it out, storing the goods away, making deliveries to drays as they call for the goods, keeping of all records, sending us memorandums of deliveries they make and keeping a monthly stock sheet which is a recapitulation of the month's business.

Usually when a warehouseman makes the above rate all these services are included so that it is thoroughly understood between the warehouseman and ourselves that when he makes this rate it is to include the above services.

The other rate is called *cartage* rate, which includes the handling of out-of-town shipments and includes the making out of the bills of lading, marking of the goods, carting them to the freight stations, sending us the original bills of lading and reports and keeping the record of such transactions, including the monthly stock sheet.

These two rates are the rates we desire when opening a new account and we specify that we

would desire to have them quote two rates and enumerate them, and 90 per cent of the time we have no difficulty. One of the things we find with the warehousemen is that many of them do not have a tariff or schedule of prices of their own; the writer thinks this would facilitate things and obviate many difficulties.

To illustrate this we would state that we have known of warehouses making a rate so much per box per month, the warehouses understanding that the box was to be of a certain size and later on, say after a year or two of service, the warehouse has discovered that the shipper has been shipping a box twice the size that the original box was quoted on, and this causes friction and dissatisfaction. From my standpoint of view I would say that if the warehouses would have a tariff or a schedule showing the rate for boxes of various sizes, this would

We Print These Letters Because

- 1 They give the storage executives and the shippers' distribution representatives a remarkable insight into the problems which are common to manufacturers and warehousemen.
- 2 The controversies written of are the ones which to-day are disturbing to harmonious business relations between warehousemen and distribution managers.
- 3 They emphasize the importance of a broader and more definitely-defined spirit of co-operation between the warehouse owner and the warehouse user.
- 4 It was the writing of these frank criticisms which was directly responsible for the organizing of the new Shippers' Warehousing and Distributing Association comprising industrial traffic managers whose commodities are distributed through warehouses.

STUMBLING BLOCKS

obviate any dispute or dissatisfaction between the shipper and the warehouseman, for the warehouse could have a record of each shipper's goods and the minute that any car arrived with a larger size case the shipper would automatically be charged the rate for that size case. The warehouseman should have such a tariff or schedule and the shipper should have a copy of it or know what the rates were.

There would then be no chance for a dispute if the shipper had been in the habit of shipping a ten-pound box and got a rate of say half a cent a box and had made shipments, for twelve months, of nothing but this size box, and then began to ship a twenty-five-pound box and possibly at the time he began shipping the twenty-five-pound box the shipper gave no thought to the difference in size of case and it may be that such a thing never entered his mind.

If the warehousemen had such a tariff or schedule and the shippers were advised of this, the minute the twenty-five-pound box arrived in the car the shipper would automatically be charged accordingly and would eliminate any cause for dispute.

This is one of the things that a few of the warehousemen are lacking in.

We find that the owners or managers of the warehouses are human like everyone else and we find that some men in the warehouse business, as in all lines of commercial life, are very diplomatic, and we find some fellows who are clever at diplomacy and can lead a shipper a long ways without the shipper realizing it; yet, if some other warehouseman were to undertake to "drive" a shipper, there would be very little accomplished.

In other words, we mean that some possess diplomacy and they can say the same thing to a shipper and accomplish their desires while another man might say the same thing and say it in another attitude and he would have difficulty in accomplishing his desires.

Flat Rate Preferred

We think that if the warehouseman could confine his charges to as few classifications as possible and have that charge or that rate include various services, a bill rendered under such conditions would not be as objectionable as it would if the shipper were to receive an individual bill every day for every branch of service rendered.

What we mean is that if the warehouses could have two charges as illustrated above, and at the end of the month render one invoice covering these charges and this service, and say the bill would amount to \$200 a month, this would not be as noticeable to a shipper as if the warehouseman had adopted a system of sending invoices daily for every service that was rendered.

Even if these numerous bills when added amounted only to \$100, they would make far greater impression on the shipper and he would feel that every time he opened the mail he could expect a bill and thereby get the impression he was paying such a warehouseman more money than to the one with the other system.

Of course there are certain bills where a warehouse would be justified in sending daily such as any money he had to pay out for the shipper in freight that was received with charges attached, and things of that kind. Such bills would have to be mailed daily, but they are not apt to occur twenty-five days in a month.

By a Warehousemen

(Concluded from page 38)

them to render such a statement, and I do not believe that it is the intention of any warehouseman in the United States to delay intentionally the reports of stock to the distributors any longer than it is absolutely necessary, for as I see it is for their mutual benefit to have these stock reports properly audited.

We find it quite frequent wherein the distributor is very negligent in furnishing the warehouse a blank stock report, but in every instance where the distributor furnishes a blank stock report it stands to reason that it is simpler to use their stock reports than it is to use a blank sheet of paper or even a warehouseman's stock report.

LITERATURE

WAREHOUSING SUGAR

THE American Sugar Refining Company, 117 Wall Street, New York City, has issued through its traffic manager, R. S. Stubbs, a large pamphlet designed to obtain "efficient distribution of its products" and to insure their delivery "in a clean, sound and merchantable condition." In it are set forth "standard methods of car loading and of warehousing" as perfected and as adopted by the company.

There are twenty-one plates of illustrations, sixteen devoted to car loading and five to warehouse methods. The latter plates show the use of dunnage; breaking down pile by use of double skids; an approved type of hand barrel truck; bags or sacks with ends cross-tied and piled on dunnage paper; the piling of containers with the aid of paper and boards; the piling of cases; and the piling and breaking down barrels with a portable electric tiering machine.

Four pages are devoted to general instructions in car loading and warehousing, and their "strict observance" is asked for. The warehousing instructions relate to requirement of facilities; withdrawals; account of stock; receipts; methods of storing barrels, bags or sacks, containers and cases.

Warehousemen handling sugar will be repaid by writing to the American Sugar Company for a copy of this pamphlet.

BALING PRESSES

THE Famous Manufacturing Co., East Chicago, Ill., has issued a new catalog regarding its baling presses designed to conserve for other uses the accumulation of paper, pasteboard, rags and other waste which are in evidence in every office and which may be sold at high prices owing to the increasing costs of paper. Copies of catalog may be had on application at the company's offices.

COMING:

ARTICLES by Charles H. Moores, warehouse engineer. One will deal with present-day realty valuation and costs of replacement—a subject of vital interest to-day to men in every industry. Another article by Mr. Moores will discuss terminal warehouses—a continuation of this writer's series of authoritative stories about the storage industry.

Earning Profits in Long Distance Furniture Moving

Toledo warehouse company operates several sizes of trucks, uses dust-proof bodies, insures every load, provides sleeping quarters in truck cab, arranges for return loads and receives daily reports from drivers

By F. EUGENE SPOONER

MONEY is to be made in moving furniture overland by motor truck. During these days of freight tie-ups and the consequent upheaval of shipping schedules, especially on long distance hauls, motor truck transportation has come to the fore by leaps and bounds. When it is considered that the movement of freight by rail rarely exceeds thirty miles a day on long hauls and that the flexibility of motor truck transportation enables a shipper to move his goods at least 100 miles a day, the comparison brings to the front the possibilities of fleet owners engaging in long haul or overland work and making a fair profit.

Furniture moving by truck, for example, has in the past more or less been limited to inter-city work, and in few instances have household goods been shipped by motor truck outside of a 100-mile radius. In the present day, however, the demand for means of transporting household goods in faster time than that afforded by rail, has placed furniture van operators in a most advantageous position.

Those who have read the handwriting on the wall realize, however, that overland haulage of household goods must be studied from an entirely different angle than that necessary in short-haul work. When it is considered that overland haulage means that the trucks are away from headquarters from seven to ten days at a time, it is manifest that making a profit from such long trips requires keen study.

A good example of how one furniture mover has made overland haulage of household goods profitable may be cited in the experience of the H. C. Lee & Sons Co., household goods warehousemen, of Toledo. Although that company takes care of local and other short-haul transport of household goods, the long-distance movement in its trucks has been given full credit for increasing its business. Five years ago when the company operated five horse-vans, its business was limited to local and short-haul work. Dropping the horse vehicles and replacing them with five trucks doubled the business during the first year. Since then the company has established a reputation for handling overland haulage of household goods, and as a result it was necessary to add more trucks.

Economy in the operation of the trucks

was of course the paramount issue to be considered by the Lee concern in its effort to make money on overland trips. In this respect, truck sizes played an important part. Less than payloads on the short hauls were not economical and on overland trips this drop in economy would be many times magnified. For example, were the Lee fleet made up entirely of 2-tonners, loads that ordinarily would be taken care of by two trucks of 2- and 3-ton capacities, respectively, would require the use of three of the 2-tonners. And in that case, one of the vehicles would be running only partially loaded.

Fluctuating loads, therefore, were taken care of by a fleet made up of sizes ranging from 1 to 3½ tons in size. There are seven trucks in all, a 3-ton Acason, a 3½-ton Acason, a 3½-ton Federal, two 2-ton Packards, two 2-ton Acasons and one 1-ton Maxwell.

Besides the economy in operating expenses and the flexibility given by the use of several sizes of trucks, the Lee company was also able to establish a reputation for fairness in its rates, always conducive to the building up of good will. For example, a customer whose household effects can be taken care of by a 1-ton truck is charged only 90 cents a mile, plus \$3.75 for loading and unloading. Were the fleet made up of, for example, only 2- and 3½-tonners, the customer would be forced to pay for a larger truck than was needed. The rates for the use of a 2-tonner are \$1 a mile, plus \$3.75 for loading and unloading. A 3½-ton van is charged for at the rate of \$1.25 a mile, plus \$4 for loading and unloading. The latter truck will carry the contents of a seven-room apartment and a piano. The 1-ton Maxwell is mainly used for cleanup work, carrying barrels, etc.

So that no mistake will be made on the selection of the proper size of truck to be used on any particular haulage of household goods, the company first sends its representative out to the house to make an estimate as to the amount and size of the furniture and the size of the truck required to carry it. And before the trucks are sent out to be loaded, all packing of the furniture, etc., must be finished. As a result, much time is saved beforehand. When the trucks finally arrive, a representative of the company

is already there to expedite and direct the loading.

It is important that provision is made for the complete protection of the goods while in transit, as poor and dusty roads are bound to be encountered. The Lee company uses dustproof bodies entirely for its overland hauls. The 3½-ton body is 21 ft. long, 7½ ft. high and 7 ft. wide. It is completely enclosed. The truck carries 5 doz. pads and about 200 lb. of burlap. In order that the goods will not be damaged during unloading at night, the body has been equipped with an electric light, placed in the center of the roof. The body cost \$1,800 and was made by Jos. Emmenecker, Toledo.

The Lee company has protected itself from an unnecessary loss of money on overland trips by insuring for \$5,000 every load against collision and fire on the road or in a garage. This policy has been taken with the Aetna Life Insurance Co., every load being automatically covered by the insurance through the payment of a premium amounting to 1 per cent of the yearly business. By insuring every load, the company not only eliminates the possibility of a large loss by collision and fire through the carelessness of its drivers, but it assures the owner of the household goods that he is fully protected. This is another step toward the building up of good will.

Recently the company sent one of its trucks overland to Atlantic City, N. J., a 1,200-mile trip taking 10 days. Not 1 cent was spent for hotel expenses at night and when possible the wheels of the truck were kept moving throughout the night. This was accomplished by the use of sleeping quarters in the truck cab.

It is possible for one of the men to sleep comfortably in a bunk made by hooking up the lazy back of the front seat. The top of the lazy back is pivoted, the lower edge being hooked. When traveling during the night, the men take turns in occupying the bunk. When the truck has been stopped for the night, the seat is used by the other man or men. As three men are usually sent on a trip of this length, the money saved by the elimination of hotel expenses amounts to considerable.

The company has eliminated temptation on the part of the drivers to make

false reports on gasoline, oil and other purchases while on a long trip. This has been accomplished by having the drivers get receipts for all purchases. Purchases of gasoline, etc., especially on a long trip, amount to no small figure. In calculating cost records, it is imperative that the fuel and oil consumption be exact. Padded reports are not conducive to accuracy.

The Lee company keeps an accurate record of the daily mileage of each of its trucks while in transit by means of a daily record filled out by the driver. This record serves equally well for short as well as long trips. It keeps tabs on the mileage from place to place and also records all purchases of fuel and oil, etc. On a long trip, the driver mails his report to the home office daily, thus enabling the van owner to know at a glance just what progress the vehicle is making. When it is necessary for the truck to receive repairs that cannot be taken care of by the crew, the vehicle is taken to the nearest garage to be gone over, the expense of the repair being noted on the daily report.

Elimination of unnecessary repair bills has been accomplished by having the drivers assume full responsibility for the proper lubrication of the engine, springs, etc. At first blush, this would seem to be somewhat of a hazard, but when the reader puts himself in the place of the driver who knows that his trip is going to take him through lonely country, miles away from help, the reader will realize that particular care is going to be taken in safeguarding against serious breakdowns.

Because of the peculiar conditions under which the trucks are operated, there is little need of maintaining a repair shop with its fixed expense. When the trucks are in Toledo and it is necessary for them to be overhauled, they are sent to a local repair station and completely gone over. As much of the work takes the trucks to other cities, it is impossible to give them the centralized repair service that would otherwise be necessary were they operating wholly in Toledo.

Warehouse Tax in Chicago

CHICAGO, Aug. 16—It is expected that before Nov. 1 the Chicago city council will enact an ordinance under which some sort of a license or inspection tax will be imposed on every industry, trade or occupation. In the case of the warehousemen the tentative suggestion is that a fee be fixed of fifty cents per annum for each 1000 square feet of net usable space devoted to storage purposes, this to be computed as the gross interior space less 30 per cent.

Motor Freight Terminal

ALBANY, N. Y., Aug. 20—A motor freight terminal was opened here to-day with fifteen trucks. The operating company occupies Pier 31 on the Albany docks. It is capitalized at \$300,000 with the following as directors: C. W. Hazel-

tine, treasurer of the International Motor Co., New York City; E. A. Barvoets, Frederick McDonald, Basil H. Anglin, John C. Watson, H. A. Osterbrugge and Howard J. Curtis. The terminal is to be used also as a clearing house for motor freight and for orderly delivery and collection of truck freight.

Death of Walter H. Jones

NORFOLK, VA., Aug. 2—Sympathies of members of the warehouse industry have been received by the relatives and business associates of Walter H. Jones, founder and vice-president of the storage firm of Jones & Co., Inc., a member of the American Warehousemen's Association. Mr. Jones was killed in a trolley car accident at Genoa, Ohio, on June 14.

Receipts Act in Georgia

ATLANTA, GA., Aug. 2—The uniform warehouse receipts act has passed by the Georgia State Senate by a vote of 36 to 1.

A WORD TO SHIPPERS

AS a result of the publication of the article in the July issue of *Distribution & Warehousing* on the economic advantages to shippers of routing commodities through the New York State Barge Canal, *Distribution & Warehousing* has been in receipt of a number of inquiries from manufacturers as to whom they turn in order to arrange for making shipments through this waterway.

For the information of shippers generally, such inquiries may be addressed to J. W. Grady, Canal Traffic Agent, New York State Department of Public Works, Albany, N. Y.

New C. W. C. Member

MINNEAPOLIS, July 16—The Kinhart Transfer & Dray Line, Mason City, Iowa, has been elected to membership in the Central Warehousemen's Club, it is announced by George Hamley, secretary of the C. W. C.

Montana Company's Expansion

BUTTE, MONT., Aug. 14 — The Montana Transfer Co. is planning to open a branch at Seattle, Wash., occupying the three-story and basement structure of the Seattle Warehouse Co. at Westlake avenue and North and Thomas streets.

A Reorganization

CLOVIS, CAL., Aug. 2—With the purchase by Charles E. Matthews of the interest of James T. Price in the storage warehouse firm of Wyman & Price, the name of the company is changed to Matthews & Wyman.

STORAGE SPACE IS NOT ADEQUATE IN NEW YORK

NEW YORK, Aug. 16—With the household goods of approximately 150,000 New York families stored in the 171 warehouses identified with the membership of the Van Owners' Association of Greater New York, the metropolis is confronted with a situation probably without parallel in its history. It is estimated that there is room in these warehouses for the possessions of about 100 more families, whereas it is expected that on Oct. 1, the city's fall "moving day," there will be 160,000 families who will be giving up their apartments and either removing to new addresses or seeking storage space. And there are only about 4500 moving vans available, 1500 of these being unlicensed.

Charles S. Morris, president of the Van Owners' Association, asserts that every effort will be made to lessen the seriousness of the situation, but that it will be physically impossible, because of the limited storage space and the small number of vans, to take care of all the business offered. For some time the association has been advocating changes in the city apartment leasing system so as to provide a number of "moving days" scattered through the year.

Rate Advances Stimulate Columbus Transferring

COLUMBUS, OHIO, Aug. 17—The heavy increase in freight rates as announced by the Interstate Commerce Commission to become effective in the near future has stimulated the transfer and storage business in Columbus. Merchants and wholesalers who have been handling various merchandise are ordering in lots fully 100 per cent over their customary amount. This has filled the various storage houses here until there is little available space.

The merchandise so purchased and stored consists of virtually every commodity. Sugar is coming in fast and is taking up considerable space. All food-stuffs and especially canned goods are arriving in large consignments. Indeed there is no particular feature to the movement; everyone is anxious to get commodities in before the freight rates are advanced.

Transferring and hauling is likewise stimulated by the rate situation. All of the haulage companies have been busy during the past few weeks and preparations have been made to continue the activity until the freight advances take effect.

In the field of household goods storage there is also considerable activity shown. A large amount of the available space has been occupied and consequently the movement is reduced for want of facilities.

The scarcity of homes is the principal reason for this condition. A general movement of household goods in and out of storage is anticipated during September and October in connection with the fall moving season.

TO PREPARE TEXTBOOKS ON HIGHWAY TRANSPORT

Educators and Scientists Plan to
Co-operate in Distributing
Good Roads Information

WASHINGTON, Aug. 7.—The permanent Committee on Highway and Highway Transport Education determined at its first meeting held at Pittsburgh Saturday, that an intensive and exhaustive investigation into all phases of highway economics should be undertaken immediately to provide the necessary data for the establishment of acceptable principles which, in turn, could be effectively translated into material for a text-book. The purpose of the text-book is to develop the thought-power in all communities on these subjects through the diffusion of authoritative information. This educational program, which is purely co-operative, will be conducted by a permanent organization selected from the nation's leading educators and scientists, within a few months.

Just what the committee purposes to do was illustrated by Roy D. Chapin, of the National Automobile Chamber of Commerce. Inasmuch as this movement marks the first time in the history of highway transportation that there has been a unification of all interests, Mr. Chapin believes it is possible to develop economics of highway travel to the same value as the principles which govern railroad transportation. As this field of economic endeavor has been only lightly explored, Mr. Chapin contends that the work of the committee should afford a basis for a working text-book.

The committee on vocational training and extension education is charged with devising adequate methods for extension of education regarding highway transport and automotive subjects in vocational schools and to effect co-operation between state highway departments and university extension departments.

"University on Wheels"

One of the outstanding features of the conferences was the decision of the University of Pittsburgh to lead the way in the educational movement. They will send out a "University on Wheels" this fall and winter. A completely equipped truck will visit garages in every community for the purpose of a practical demonstration. A lecturer will explain the object of the visit and give lessons in truck-operation and repair.

Various other types of automotive equipment, including passenger cars and tractors, will be demonstrated. Factories will provide motion pictures and other illustrations which will aid in these special courses. Highway engineers will co-operate and explain the fundamentals of highway construction. In this way, it is believed the interest of every prospective truck or passenger car owner will be stimulated.

Warehouse Fire

WINNEMUCCA, NEV., Aug. 3.—Fire destroyed the Reinhart storage warehouse here; property loss of \$35,000.

CHECK ON IMMIGRATION REQUIRES LABOR CONSERVATION

(Concluded from page 21)

These instances show the attitude of foreign governments toward their nationals. Instead of permitting their men and women to leave at will and select their own destinations, as in our port, emigration will be curtailed by many Governments to the extent deemed expedient for their own interests. Instead of the emigrant selecting his own future home, the Governments will advise him where to go, and in some cases will retain him as a citizen, with voting rights, even while living abroad. At present the Lithuanians in America have three deputies to represent them at the next meeting of the Constituent Assembly of Lithuania, while Italy has under consideration a plan to give its nationals throughout the world elective representation in its own Government.

A Wrong Policy

This means that the immigrants who do come here will have less tendency to make America their permanent home and become citizens, hence we will have to make greater efforts to assimilate them than we have done in the past. It indicates a policy opposed to the best interests of America, and which should be opposed by our people before it becomes an accomplished fact.

Some of the foreign nations are planning to do the things which America should have done long ago; to protect immigrants from fraud, to establish official information bureaus, to take care of their savings through branch banks and generally to look after their welfare.

International agreements are being made between Old World countries regarding immigration. Diplomats of Hungary, Poland, Greece, Italy, France, Lithuania, Spain, Portugal and the Balkan countries have taken the lead in such conferences, but the United States, which has so much at stake in the matter, has shown indifference. If our supply of coal, iron, oil or cotton were threatened, the whole nation would be aroused, but with the imminent curtailment of our labor supply, even at this time of acute labor shortage, the Government and the business men who should be interested are remaining quite apathetic.

The new era of world-wide business requires an international view of conditions if American interests are to be adequately cared for. To help meet this need, The Inter-racial Council has planned a series of bulletins reflecting world movements and endeavoring to interpret them.

These are no longer mere academic questions, but matters of direct concern to the American business man. When the manifesto of a leader in Russia can react with greater force upon the workers than the words of the plant executives, or when a stream of literature in

foreign languages can counteract utterances in the American press or in plant organs, it is essential to the self-interest of the American business man that he should know about these things and act with information on the facts.

Meanwhile it is to the interest of every industry to conserve the present inadequate labor supply and make the best use of it. The tendency of the foreign born workers to return to their old homes could be checked by every legitimate means. The most powerful inducement to them to remain is of course just and humane treatment, with no discrimination in wages, housing, living and working conditions between them and the native born. Efforts should be made to establish closer relations with the foreign born workers. If they have legitimate causes for discontent, the grievances should be understood and removed. The same spirit of co-operation that is being secured through enlightened employers and their English-speaking workers should be developed in a relation to the foreign born laborers.

This is not "coddling," not philanthropy, but labor conservation. As, in the early days of America, we were wasteful of our resources, coal and oil, natural gas and timber, until we saw the results of extravagance so at present we are as wasteful of our manpower, as if the supply were inexhaustible.

No Present Relief

We should not be deceived by the temporary increase in immigration. The figures that indicate a large number of arrivals at Ellis Island fail to show the fact that the proportion of women, children, professional and clerical workers is so great as to afford little relief to our labor shortage. Of the manual laborers coming in, a large percentage are men who went abroad to fight and are now returning to their old jobs. Of new workers, to do the essential work of America, there is an exceedingly small percentage, while recent correspondence from all parts of the United States indicates serious shortage of labor in almost every section.

The course of action for the employer is therefore, first, to conserve labor as carefully as he conserves his raw material; second, to regard immigration problems with the same interest that he gives to international commerce, realizing that America is no longer isolated and that what happens in the Old World today will be reflected in his own business to-morrow.

An international conference on immigration is planned for 1921, in which the United States should play a leading part. Business men who are interested may obtain further details through The Inter-racial Council, Woolworth Building, New York.

KANSAS CITY STORAGE DOING CAPACITY BUSINESS

KANSAS CITY, MO., Aug. 20—Kansas City merchandise warehouses are closer to capacity business this fall than during any previous period this year. Not one is taking on new storage accounts, and some are having difficulty caring for merchandise received from regular customers. The movement of sugar, coffee and some similar commodities is particularly heavy into warehouses.

The out movement is strong also, the capacity business not therefore indicating any unusual congestion. General business has been maintained well, country merchants taking goods about normally for the season. The only commodities in which there seems to be any unusual holdover beyond normal distributive movement are seeds and tires. There are also a good many motor cars in storage. The tire accumulation is recent, but reports indicate that the local supply is much beyond the apparent demand.

An index of the normality of general business is the car distribution business of some of the larger warehouse companies. New business cannot be taken on for storage, and this business is being handled by distribution. Many new accounts for this method of handling merchandise from manufacturers have been opened, and the large volume of goods being distributed in this manner is a gratifying indication of the demand for merchandise in the territory. It is recognized, however, that merchants are buying for immediate needs, shipments being perhaps smaller than would be the case were warehouses able to store and reship on order.

Movement of freight cars is fairly satisfactory, although congestion of freight in terminals is still a problem. The transfer companies have to wrestle chiefly with this problem. Most of the larger merchandise warehouses in the railroad freight yard district contract their hauling, while the houses located in the uptown retail district maintain their own trucking equipment.

"We estimate that a truck can make only three trips a day against five trips possible four years ago," said one warehouse man, and a transfer company manager points to the frequent delay of two hours for the team at the terminal—in such instances the company obtaining from its charge barely enough to pay the actual cost of team and driver, without compensation for overhead and with no profit. The transfer company is the loser, as the loss in the particular case cannot be charged to the customer; rates must be high enough to cover these frequent deficiencies, but rates have to be based on ordinary costs.

Transfer companies are more and more inclined to readjust their rates on contract work on the basis of costs, but in most cases continue to readjust on the basis of general results. Where customers keep trucks waiting frequently, transfer companies easily observe the added cost of serving them; but managers admit the possible inequity of charges

which merely represent an effort to cover approximately the costs of such waits.

Warehousemen, observing the increasing supply of labor in nearly all industries proportionate to the demand, are however, not sanguine of lower wages within the next few months.

"However men may be idle and after jobs," explains one manager, "the men we will be able to get with any hope that they will stick with us will want somewhere near the wages paid to railroad men. Even now, with a surplus of unskilled labor available, we can't get steady help for less than forty-five or fifty cents an hour, in emergencies; when we pay less we get little work, and the worker quits offhand when he gets ready. The increased pay to railroad men and the high schedule of wages being paid in many industries will be more important factors in our labor costs than the volume of unemployed labor in the country. And Kansas City won't have any great surplus of labor, unless it drifts in here from other cities. Our industries are based very largely on agriculture—the chief manufacturing establishments handle foodstuffs grown in Kansas City territory, and these will continue, though perhaps in event of general slump in business, at somewhat reduced volume. Our distributors sell chiefly to merchants whose chief patrons are farmers, or people touching agriculture closely, so that their business is pretty likely to continue at fair volume, in view of the fine agricultural production this year."

Boston Storage Blaze

BOSTON, Aug. 13—Damage possibly as high as \$300,000 or \$400,000 was caused to general merchandise in freight cars and the storehouse of the Universal Car Loading and Distributing Co. to-day when the second big fire held sway in the South Boston district.

INCORPORATIONS

Inter-City Express Co., Dayton, Ohio. Capitalization, \$60,000. To operate motor truck transportation connecting cities and towns in western Ohio. Incorporators, A. G. Myers, A. J. Kopp, L. L. Ehret, G. H. Rosingarten and A. D. Black.

Heavy Commercial Trucking Co., Cleveland. Capitalization, \$30,000. General trucking and transfer business. Incorporators, H. L. Jollay, R. H. Harvey, H. L. Parmenter, I. M. Crolle and L. Bloomfield.

Truck Delivery Co., Norwood, Ohio. Capitalization, \$100,000. Delivery and transfer business. Incorporators, H. C. Bolsinger, J. Erdman, A. Levy, R. Bennett and J. Bolsinger.

Draymen Incorporate

FRESNO, CAL., Aug. 9—The San Joaquin Valley Draymen's Association to-day filed articles of incorporation here. The object is to improve conditions in the draying business in the Valley.

"TRICK TRUNK BURGLAR" WAS INGENIOUS, BUT—

Police Vigilance Prevented Looting of Vaults of the Hollywood Warehouse in Los Angeles

LOS ANGELES, Aug. 13—With the sentencing of Charles Descheneau to-day to San Quentin for from one to fifteen years for attempted burglary there come to a close the events in one of the most sensational crime episodes in the history of Los Angeles—and a situation of peculiar interest to the warehouse industry.

Descheneau, a Canadian, hid himself in a trunk one day last June and a confederate had the trunk placed in a big vault of the Hollywood Fireproof Storage Co. It was his plan, according to the contention of the police authorities, to release himself during the night and go through the packages, suit cases, trunks and other receptacles and return to the trunk with jewels, furs, money and other valuables in his possession. The next day, the police alleged, Descheneau expected that the trunk containing himself and the loot would be removed from the vault on order of his confederate.

Some one had "tipped off" the authorities regarding this ingenious plot, and a mechanical listening device was installed at a hotel where Descheneau was registered. In this way the details were learned, and when the trunk containing Descheneau arrived at the Hollywood storage plant the police knew he was inside. His confederate was arrested and confessed, and detectives entered the vault and opened the trunk.

A box had been placed in one end of the trunk, and here Descheneau was found, wearing kid gloves to prevent the leaving of telltale fingerprints. Flashlights, skeleton keys, wires, files, oranges, sandwiches, cookies and candy were in the box; together with towels and bandages for use in case the inmate should be injured while the trunk was being transported. It so happened that the Hollywood vault was airtight and the trunk was opened in time to save Descheneau's life.

The arrest, disclosures, trial and sentence have held the attention of California's warehouse industry and Descheneau earned the newspaper title of "the trick trunk burglar."

The Understudy

KANSAS CITY, Aug. 21—Miss Helen E. Smith, secretary of the L. T. Crutcher Warehouse Co., is one of the competent business women of Kansas City. She is managing the warehouse business in the absence of Mr. Crutcher. Miss Smith has been with the company ten years. She not only has all the details of the Crutcher business under her thumb, but is also closely conversant with the warehouse business in general, and with trade subjects which more or less intimately touch this business.

THAT DOLLAR IDEA!

Read page 32 and write!

LICENSE PROCEDURE IN WOOL WAREHOUSING

Applicants Asked to State Assets and Liabilities; Also Net Financial Worth

WASHINGTON, Aug. 11.—The procedure for a wool warehouseman to become licensed under the United States Warehouse Act, it is announced by George Livingston, chief of the Bureau of Markets of the Department of Agriculture, is as follows:

1. Fill application form out in full; inclose remittance payable to "Disbursing Clerk, Department of Agriculture," for the inspection fee, the amount of which is at the rate of \$1 per 5000 square feet of floor space or fraction thereof, but most not be less than \$5 nor more than \$50. In order to expedite handling applications, include the \$2 license fee in the remittance. In the event that the application be not approved, this license fee will be refunded.

2. After the application is received, a representative of the department will inspect the warehouse, and if found acceptable the application will be approved. The warehouseman will then be notified to furnish the necessary bond.

3. When the bond is furnished, the license will be granted.

4. After becoming licensed the warehouseman continues the operation and management of the warehouse, the Government requiring only that the conditions of the Law and regulations be met.

5. On application competent persons will be licensed to grade and weigh wool for the warehouse.

If it is your intention to operate your warehouse under the Act it is advisable to file your application for license at once. Any additional information that is required will be supplied upon request.

There are eleven sections to the application for a license. These provide for furnishing information which includes number of buildings, square feet of floor space, number of compartments, height from floor to ceiling, statement of applicant's assets and liabilities, and applicant's net financial worth. It is stated that the statement of assets and liabilities may be omitted from the application, but that such a statement must be furnished before a license issues. Application blanks may be obtained by writing to Mr. Livingston.

O. K. Plans Expansion

FORT SMITH, ARK., Aug. 10.—The O. K. Transfer & Storage Co. has purchased a half-block of land at a cost of \$50,000 and is planning to erect a 5-story fireproof warehouse.

TERMINAL FOR MILWAUKEE ONE FOR MICHIGAN CITY

MILWAUKEE, Aug. 7.—Expansion of the scope of the Milwaukee, Chicago & Michigan City Line was announced here to-day, providing for the acquisition of additional ships, the building of terminals here and at Michigan City and the extension of service of the New York Central and Monon routes into this territory.

Present plans, expected to be in effect by next spring, include the erection

here of a great terminal on the docks north of the river, the building of a \$1,500,000 terminal on the plan of the Bush Terminal, New York, at Michigan City, Ind.; the acquisition of three steel ships from the United States Shipping Board and an outlet to Milwaukee for the New York Central and Monon routes.

The additional ships will give the company a fleet of eight. In addition, a working agreement has been effected with the Tri-State Steamship Company to give Milwaukee shippers another all-water route to Detroit, Cleveland and Buffalo.

Motor Dispatch Bankruptcy

MILWAUKEE, Aug. 4.—Petition in bankruptcy has been filed in the Federal Court in Milwaukee by Motor Dispatch, Inc., an automobile truck transportation line. The corporation lists, in its schedule, liabilities of \$15,070.17, including \$795.45 to the Internal Revenue Department as war tax on freight transportation. The assets are listed at \$2,052.49.

Eads Warehouse Burns

MEDFORD, ORE., July 25.—The storage warehouse of the Eads Transfer & Storage Co. was destroyed by fire to-night with a property loss of \$100,000. Contents burned included stored household goods of about 300 individuals.

CANAL WAREHOUSE IN BUFFALO SOON

BUFFALO, N. Y., Aug. 12.—The new concrete, brick and steel warehouse on Pier No. 1 of the Erie Basin, New York State Barge Canal terminals here, will be completed and ready for use probably by October 1. It will have an available storage capacity of approximately 750,000 cubic feet.

Pier No. 1 is 600 feet long with concrete dockage and sufficient water depth on each side to accommodate deep draft lake steamers. The new warehouse is 450 feet long by 80 wide, and with height of 24 feet from floor to roof. In addition, on the landward end are two floors, for office space, each 50 by 80 feet. There are two sets of railroad tracks, one on each side of the warehouse, and each side will be equipped with two 4-ton electric hoists.

At present freight is taken care of in a temporary warehouse on Pier No. 2, size 200 by 32 feet. It is expected that next year the temporary structure will be removed and the development of Pier No. 1 will be duplicated on Pier No. 2. There is 250 feet of water space between the two piers.

Seattle Company Reorganizes

SAN FRANCISCO, July 3.—San Francisco capitalists have taken heavy interests in the reorganized East Waterway Dock and Warehouse Company of Seattle, which has bought twenty acres of tide flats for \$800,000 from the Oregon-Washington Railroad and Navigation Company.

SUGAR DISTRIBUTION

BY CANAL THRU BUFFALO

BUFFALO, N. Y., Aug. 13.—Inland waterways as a factor in lightening the burden of the rails have been tried out in a new way here for west-bound freight. Heretofore, west-bound freight brought through the New York State Barge Canal has usually been only for Buffalo or else comparatively small package freight shipments which have points on the upper great lakes by transfer to lake steamers at the Buffalo Terminal.

In the first week of August, approximately 2500 tons of refined sugar in 100-pound sacks were transferred from five U. S. Government steel canal barges to the hold of the Niagara, a great lakes' freighter, owned by Boland & Cornelius. The sugar was consigned to refiner's representative at Milwaukee for distribution in that region.

This is one of the first instances of canal and lake boats being made to function to advantage in big freight shipments, west-bound. Two hoists and two gangs of men made the cargo transfer without difficulty.

COTTER EXPANSION

COLUMBUS, OHIO, Aug. 25.—W. Lee Cotter of Mansfield, Ohio, has purchased the Columbus Terminal Warehouse Co. and the Columbus Hay Press & Storage Co., both of Columbus. The warehouses of these two concerns total approximately 3,000,000 cubic feet, and Mr. Cotter now operates more than 5,000,000 cubic feet in Ohio, as he already owns the Cotter Transfer & Storage Co. of Mansfield and the Union Fireproof Warehouse Co. and the Union Terminal Warehouses, both of Akron.

The acquisitions constitute one of the biggest deals in the history of Ohio's storage industry. An operating company known as the Cotter Warehouse Corp. will be organized in Columbus, with W. Lee Cotter as president.

The Columbus Hay Press & Storage Co. will hereafter be known as the Columbus Storage Co., and its present superintendent, Fred D. Woolary, will be manager. Other details will be made known later.

New Sacramento Warehouse

SACRAMENTO, CAL., Aug. 6.—The Capital-Sacramento Transfer, Van & Storage Co.'s new warehouse at Twenty-first and R streets is one-third filled with goods notwithstanding that the structure has not yet been formally opened. The new building, five-story and basement, is of concrete construction, fireproof, supported by nineteen pillars, and is designed to hold automobiles, pianos, rugs, rubber goods and household furnishings, and for merchandise forwarding to foreign ports.

TRUCK TO EASE FREIGHT JAM IN NEW ORLEANS

Warehousing Rail and Port Congestion Will be Relieved Through Joint Civic and Automotive Action

NEW ORLEANS, LA., Aug. 6.—The truck tonnage of New Orleans is being assembled and co-ordinated with a view to relieving the local freight jam and the over-congested condition of freight warehouses, both rail and waterfront, here. A plan developed by H. N. Siegel and Walter Betz of the Frank Weinberger Auto Parts Company, is being put in operation to clear up the depressed commercial condition resulting from the partial tie-up of freight which should be moved immediately.

The first potential unit is organized, consisting of 150 trucks equipped with drivers and helpers. The draymen are to receive regular compensation from the merchants whose freight they move at the regular rate, the Weinberger company acting as a voluntary clearing house to bring the truck owners and the merchants together and receive the money from the merchants and pay it to the truck owners. Railroad officials have agreed to help in every way possible to notify merchants promptly of shipments and to aid the trucks in getting to stored goods or to loaded freight cars or warehouses immediately. Water shipping agencies have agreed to help in the same manner, and the second unit, also of 150 trucks, is about half completed.

The Association of Commerce, the Joint Traffic Bureau, the Board of Trade and other civic and commercial organizations, have joined with the Weinberger company to complete the organization of the draymen and their trucks into units which, centrally directed, can move the congested freight much more rapidly and more effectively than could the draymen each working for himself. The Association of Commerce called a meeting of draymen, merchants, railroad officials and others interested, at which the plan was fully explained, and arrangements were made for the signing up of all the truck operators of the city.

The plan, if it is successful, as it seems likely to be, is to be extensively advertised throughout the country, and firms in other cities given full information as to how to handle such an organization.

New Naples Warehouses

WASHINGTON, Aug. 4.—Modern warehouses are to be constructed at Naples, Italy, as part of the port's development, says a report received from H. C. MacLean, United States Trade Commissioner at Rome. Fifty million lire has been set aside to carry out the plans.

A "Road-Rail" Truck

LOS ANGELES, Aug. 4.—The Pacific Automotive Company has been organized here to manufacture trucks designed to run both on the highways and on railroad tracks. These trucks, accord-

ing to the company's officials, will call at street doors for freight and then, because equipped with special wheels, may travel along the highways to a railroad and continue its journey on the steel rails.

An inside steel flange and running base identical with that on a railroad car wheel is part of the invention claimed to have been made.

London Advances Warehouse Charges

LONDON, July 29.—Charges and rent on goods on docks and in warehouses here are increased 150 per cent, as compared with before-the-war rates, under tariffs now published by the Port of London Authority. Until recently these rates were 85 per cent above the *ante-bellum* tariffs.

The new increase is allowed "in order to meet the cost involved in and incidental to the increased wages" of dock labor. Dock dues on vessels, lighters, etc., are raised correspondingly.

OVERHEAD

AS an illustration of what is "legitimate overhead expense,"

John L. Nichols, speaking at the Minneapolis convention of the Central Warehousemen's Club in July, recalled a roof garden dinner attended by four Boston warehousing men identified with cost accounting—Mr. Nichols, Samuel G. Spear, Chester B. Carruth and George S. Lovejoy.

Mr. Spear ordered grapefruit. For this he was charged ninety cents. He recalled that at breakfast in a ground-floor restaurant in the same building he had been charged only thirty cents for grapefruit.

Mr. Nichols in his talk justified the increased cost of grapefruit to the patron on the roof as compared with the cost on the ground floor. Moving the grapefruit to the roof required labor and handling—and labor and handling costs money.

Penn Home Burns

FRESNO, CAL., July 20.—The home of W. C. Penn of the Penn Transfer Co. was destroyed by fire to-day. A garage and two automobiles were burned. Property loss \$15,000.

San Diego Warehouses Full

SAN DIEGO, CAL., Aug. 2.—Moving business is brisk in San Diego. The Pioneer Truck Co. and other warehousing companies report their storage space filled with household goods, with railroad freight sheds overcrowded with furniture for which there is no room in the warehouses. The situation is resulting in a "Build Now" and "Own Your Own Home" campaign.

SUGGESTIONS RELATING TO EXPORT PACKING

WASHINGTON, D. C., Aug. 9.—The Department of Commerce has made public the following suggestions received from Alexander W. Weddell, United States Consul-General at Athens, Greece:

"Exporters at times appear to neglect the fact that every possible precaution should be taken to protect goods from pilferage, which unfortunately seems to be excessively common at this time.

"It is suggested that the contents of nail kegs should be limited in weight, and that the kegs be made of strong staves reinforced by iron hoops.

"Bales of cabot are sometimes seen bound with string, instead of being tightly packed with canvas and tarpaulin paper and secured with four iron hoops.

"It is suggested that for shipments of boots and shoes, two different cases be used for each lot, one to contain lefts only, and the other rights. A small piece of wire might be passed through the boot straps to secure them in a body. Cases containing footwear should be exceptionally strong to prevent damage in handling.

"Shipments of hosiery seem to be particularly liable to pilferage.

"Foodstuffs should be packed in strong cases secured by iron hoops, and, if possible, should be further protected by an inner case of tin.

"Bags containing cereals should not carry more than 100 pounds. Such bags are frequently of such poor quality as to be unable to withstand the strain of the ship's fall.

"Marks should be clear, and especially should the name of the port of discharge appear in bold lettering.

"The suggested amelioration in mode of packing will evidently incur an additional expense for the exporter, but on the other hand there will be an economy in the protection afforded the consignee, redounding eventually to the interest of all."

Northwest Terminals Planned

PORTLAND, ORE., Aug. 5.—The Consolidated American Canadian Terminal Association has applied for a franchise to construct a \$50,000,000 terminal unit here in connection with its announced plan to develop similar projects at Vancouver, B. C., and Seattle, and to electrify main line tracks connecting the three cities. It is understood here that the Vancouver City Council has pledged its co-operation. Municipal authorities in Seattle and Portland have not yet taken action.

San Francisco Development

SAN FRANCISCO, Aug. 4.—The Southern Pacific Company is planning to spend between \$5,000,000 and \$6,000,000 in developing a great industrial center and terminal on San Francisco's southern waterfront.

A large warehouse with spur tracks is part of the program.

COLD STORAGE PLANTS HELP TO LOWER PRICES

PHILADELPHIA, Aug. 16—The cold storage industry has made great progress in Pennsylvania, according to the Pennsylvania Bureau of Markets, which reviews the situation as follows:

"The number of cold storages in Pennsylvania is gradually increasing, for the business has proved to be not only a profitable one, but a necessity, whereby enormous quantities of foodstuffs can be held for a period of months until they are needed, without apparent injury to their quality. It has made itself a necessity by holding many commodities listed under fruits, dairy products and meats, that otherwise would be lost, or sold at a sacrifice.

"Cold storage has proved a life-saver in the case of perishable fruits, producing an equilibrium between supply and demand. When the supply exceeds the demand, perishables can be held over a short time until the market has adjusted itself.

"A detailed study of the cold storage holdings in Pennsylvania has been made and it is apparent from these figures that the storage business is at its lowest in practically all lines during the spring months. This, however, varies with the different foodstuffs. Houses are entirely cleared of apples in the summer months, while creamery butter is at its heaviest at that time.

"Apples form a big item in the storage business in Pennsylvania, both in barreled stock and boxes. The barrels are of regulation size, holding three bushels.

"The quantity of apples held in Pennsylvania cold storages during the crop season of 1919-1920 was thirty per cent more than held during the corresponding season of 1918-1919.

"Boxed apples, packed in standard one-bushel boxes, are almost entirely of Northwestern pack. Those brought into Pennsylvania are held in cold storages until wanted. During the crop season of 1919-1920 there were thirty-seven per cent more bushels in storage than during the crop season of 1918-1919.

"Dairy products, butter and all kinds of cheese, are found in great quantities in storage at all times of the year. The quantity of one product, creamery butter, was twenty-seven per cent more during the fiscal year ended June, 1920, than that in storage during the year ended June, 1919.

"Case eggs are lowest in quantity during the months of February, March and April. There was an increase of fifteen per cent in the number of cases held in July, 1919, to June, 1920, over that held in July, 1918, to June, 1919. These figures are for the number of cases of eggs.

"Storage facilities have enabled the meat industries to hold meats for a short time—beef, pork, lamb, fowl and various by-products—until needed in the markets of the country. There was a decrease of forty-one per cent in the quantity of frozen beef held during the fiscal year of 1919-1920, compared to that in storage for the fiscal year ended

June, 1919.

"Storage charges have, like the costs of most commodities and services, risen somewhat in the last year or two. These charges, of course, must be borne by the commodity stored, and to some might seem to add to the already high cost of food. Contrary, however, to general opinion, cold storage has had the effect of keeping prices down during the unproductive season and at a point during the production which justifies a continuation of production."

BETTER ROADS URGED BY TERMINAL COMMISSIONER

(Concluded from page 24)

Mr. Wilson, who is a member of the Philadelphia terminal committee, called attention to the 48-hour time limit for unloading cars and removing freight from platforms and emphasized the necessity of clearing goods expeditiously in order to make way for the next incoming shipments. The railroad companies, he said, have through cars for handling package freight but operating only in certain states; and it was better to haul for a larger distribution to those states where the through cars were made up, and to insure as far as possible transportation to destination in the car in which the goods were first loaded, thus reducing risk in transit.

Proper packing of goods, and observance of traffic rules, regulations and classifications, were essential, Mr. Wilson said, toward avoiding trouble and loss of time; and accurate description and right methods of preparing goods for shipment would tend to reduce the number of damage claims.

Quincy Market Co. Removes Main Office

BOSTON, Aug. 13—The main office of the Quincy Market Cold Storage and Warehouse Co. has been moved from the former location at 133 Commercial Street to the new building at 178 Atlantic Avenue. The company is occupying about 11,000 feet of floor space on the tenth floor, which was especially designed and finished for the extensive business of the concern.

This new building is situated at the head of T wharf, centrally located for handling the cold and general storage business of the Quincy market. In addition to the efficiency feature of the new headquarters a popular innovation is a lunch and rest room connected with the offices and counting rooms.

Coast Warehouse Expansion

DURHAM, CAL., Aug. 11—The increased demand for more storage room in the Durham district has necessitated the building of an addition to the large Sacramento Northern Railroad warehouse. Work is being rushed on the new structure, which will be 50 by 200 feet and made of corrugated iron.

STUDY COST ACCOUNTING Know Your Business!

TRUCKS AID FREIGHT MOVING IN KANSAS CITY

Terminal Station Has Handled More Than 400,000 Pounds Since Establishment on June 1

KANSAS CITY, MO., Aug. 17—The ship-by-truck terminal established here June 1 is meriting the co-operation of merchants, wholesalers, jobbers, shippers and operators of trucks from and into Kansas City. Since its establishment the terminal has handled more than 400,000 pounds of freight from suburban points. Iron products, food stuffs, furniture, machinery, hardware and dry goods are shipped daily over the eleven lines reaching from the terminal to the farm communities and suburban centers within a seventy-five mile radius.

With extensive advertising through pamphlets, form letters, circulars and time tables the Suburban Motor Transfer Co., managing the station, has enlisted the business of Kansas City's most extensive local suburban shippers. The terminal is located in the center of the jobbing and wholesale district at Ninth and Hickory streets. City shippers deliver their freight to the station, where it is held until a scheduled or special truck calls for the goods and makes delivery to the door of the country merchant to whom the goods were consigned, thus saving time and money and insuring delivery, satisfying the retailer and minimizing breakage, shrinkage, loss of goods, claims and complaints. Special trucks are provided for live stock, so that the stockman may get his cattle and hogs on the morning market a few hours after leaving his ranch. The trucks are of 1½, 2, 3½ and 5-ton capacity, and carry full loads on trips from the city, returning with milk received from the country stations of Kansas City's seven largest dairies.

The Suburban Motor Transfer Co., pioneers in suburban transportation here, charge truckers operating out of the station 20 per cent of the amount of their freight bill for the privilege of using the station. The minimum charge to the shipper for any shipment is fifty cents. Freight rates on the motor lines are computed on the class of merchandise, the distance to be carried and road conditions.

Prior to the establishment of the suburban station truck line men called for shipments from shippers' houses, thus consuming several hours picking up freight in the city; under the present plan the shipper routes his goods by way of the ship-by-truck terminal.

"The entire problem of suburban transportation by truck depends upon good roads," said W. T. Bancroft, manager of the terminal. "No truck lines are established here which will not be able to operate over every day in the year. Many profitable lines could be established between this city and various suburban points, but poor roads prevent.

"The terminal takes as its slogan: 'Anything, Any time, Anywhere'; and it is living up to its ideal."

TWELVE NEW MEMBERS ACCEPTED BY A. W. A.

PITTSBURGH, Aug. 14—The following companies have been accepted into the membership of the American Warehousemen's Association, it is announced by Charles L. Criss, general secretary:

Bridgeport Storage Warehouse Co., Bridgeport, Conn., affiliating with household goods and merchandise subdivisions. Officers include: Charles M. Cole, president; DeVer C. Warner, secretary.

Central Storage & Forwarding Co., Chicago, affiliating with merchandise subdivision. Officers include: G. M. McConnell, president; S. H. Hodge, secretary.

Douglas Public Service Corporation, New Orleans, affiliating with merchandise subdivision. Officers include: W. H. Douglas, president; G. W. Hyde, secretary; L. A. Douglas, general manager.

Empire Transfer & Storage Co., Dallas, Tex., affiliating with merchandise subdivision. Firm is partnership of A. J. Tobias, A. J. Tobias, Jr., S. H. Tobias and F. I. Tobias.

Fur Merchants Cold Storage Co., New York City, affiliating with cold storage subdivision. Officers include: Benedict Weisz, president; William A. Schindler, secretary; J. M. Cosgrove, general manager.

Geyser Ice Co., Waco, Tex., affiliating with cold storage subdivision. Officers are Augustus A. Busch, president; Albert Greene, secretary and manager.

Independent Van & Storage Co., Ltd., Vancouver, B. C., affiliating with household subdivision. Company is under management of Fred Crone.

John B. Hobby's Sons Co., New York City, affiliating with merchandise subdivision. Officers are John B. Hobby, president; M. O'Connor, secretary.

J. Brown Storage Co., St. Louis, affiliating with household goods subdivision. Officers are R. L. Orcutt, president; Harry Crocker, manager.

Knickerbocker Storage Co., Akron, Ohio, affiliating with household goods subdivision. Company is owned and operated by Thomas W. Pifer.

Terminal Storage Corporation, Richmond, Va., affiliating with merchandise subdivision. Officers are W. J. Parrish, president; H. L. Cooke, secretary.

Trustees Estate William Beard (Beard's Erie Basin Stores), New York City. Company is operated by William Beard and J. Robinson Beard as trustees, with Edward Hinman as general manager and Walter J. Furth as assistant general manager. Property is located in Brooklyn.

It is announced also that the Dallas Transfer Co., Dallas, Tex., already affiliated with the merchandise subdivision, has joined the household goods section.

To Work Toward Harmony

CHICAGO, Aug. 13—Announcement is made here by Ralph J. Wood, secretary of the National Furniture Warehousemen's Association, that Charles S. Morris, president, has appointed the follow-

ing committee of reciprocal relations with the American Warehousemen's Association:

Chairman, C. J. Neal, Cleveland; S. C. Blackburn, Kansas City; M. H. Kennelly, Chicago; W. Lee Cotter, Mansfield, Ohio; C. A. Aspinwall, Washington, D. C.; John Bekins, Omaha, Neb.

The sentiment of the convention at which the National was organized at Mackinac Island, Mich., in July, was that harmonious relations should be established with the A. W. A.

Two New York Members

NEW YORK, Aug. 12—The Guardian Storage & Transfer Co. and the North Side Storage Warehouse Co., Inc., have been elected to membership in the New York Furniture Warehousemen's Association.

Philadelphia Plans \$4,000,000 Pier

PHILADELPHIA, Aug. 16—The city council's committee on commerce and navigation has approved an ordinance condemning the Delaware River wharf property between Market and Appletree streets and recommending erection of a huge modern freight terminal on three piers to cost \$4,000,000.

"Free Storage for Shipments"

MODESTO, CAL., Aug. 10—Work has begun on the \$10,000 concrete and galvanized iron warehouse of the Redline Transfer & Storage Co. To occupy land 75 by 150 feet, the new structure will handle carload shipments of machinery, fruits and produce and automobiles, trucks and other commodities. "One feature," says a statement by the company, "will be that carload shippers will be charged only regular hauling rates and then allowed ten days free storage in order to distribute the shipments."

Godley Company's Growth

PHILADELPHIA, Aug. 14—With removal of its offices from Dock and Granite streets to 101 Walnut Street, Godley's Storage Warehouses have made aggressive and up-to-date arrangements for keeping more closely in touch with the development of the business. The old offices were outgrown. The new ones have been remodeled and improved for prompt and systematic handling of the company's affairs. The firm was established in 1855.

Columbia Terminals Hereafter

ST. LOUIS, Aug. 9—Effective Sept. 1, the Columbia Terminals Co. will be the new name of the Columbia Transfer Co. at 400 South Broadway.

Storage Space Leased

LOS ANGELES, Aug. 8—The Isthmian Line, which will operate vessels between Los Angeles and New York, has leased 450 feet of dockage and warehousing space now occupied by a navigation company at Pier A.

APPALACHIAN PLANS TO BUILD ON FIRE RUINS

Within Twelve Hours After Blaze, Form Letters Went to Clients Promising Rehabilitation

NEW ORLEANS, Aug. 7—In place of the Appalachian Corporation's warehousing unit which was destroyed by fire on July 31 with a property loss estimated at \$1,500,000, a new structure—six stories, and therefore twice as high as the old building—is to go up, with operations beginning in September, it is announced by Louis B. Magid, president.

The coming structure is to cost \$300,000. Modern equipment will be installed to facilitate the handling of goods. The double storage space as compared with that destroyed will help in solving the city's warehousing shortage.

Offices will be on the sixth floor, with recreation and dining rooms for both white and colored employees. Meals will be supplied at cost, ranging from 18 to 25 cents for the colored and from 25 to 35 cents for the white.

The story of Mr. Magid's activities on the night the warehouse burned is told by a reporter in the New Orleans *Item* as follows:

"Reaching the scene of the fire, he made a quick inspection; then entered the office, where a number of employees were gathered, and with them made an inspection of the other units. At 11 o'clock he dictated a form-telegram to be sent to some 90 out-of-town clients, advising them of the fire and stating that business would go on as usual.

"At 3 o'clock in the morning he dictated a form-letter to his clients, going into more detail. At 6 o'clock he sent for a multigraph operator and by 9 o'clock several hundred letters were in the postoffice. New Orleans clients received them before noon."

A few days later a New Orleans importer met Mr. Magid on the street and, writes the *Item* reporter, the following conversation took place:

"I don't know whether to sympathize with you or congratulate you," the importer said.

"What do you mean, sympathize or congratulate?" Mr. Magid asked.

"About that fire. Any man who can sit down while the flames are still licking up \$1,500,000 and write a letter saying he is still in business—well, I take my hat off to a man like that, and he ought to be congratulated. I read about your fire in the paper at breakfast. Two hours later I received your letter. I've read about things like that in a novel—and smiled. Sounded too improbable. But—you did it. Shake."

The building destroyed was the South's largest modern public and Government-bonded warehouse. The blaze was due, Mr. Magid believes, to spontaneous combustion in stored sisal, the loss on which alone was \$780,000.

The face value of the total loss was covered by insurance, but increased cost of replacement means a loss of several hundred thousand dollars to the Appalachian Corporation.

PARR TERMINAL OPENS FIRST UNIT AT OAKLAND

Warehousing and Lower Handling Costs to Be Features of Western "Bush Terminal"

OAKLAND, CAL., Aug. 10.—The Parr Terminal on Oakland's water front, designed to become in time to the San Francisco's east bay what the Bush Terminal is to New York, with factories and warehouses with rail and water facilities at hand, was formally opened today. Two hundred guests of the company came from San Francisco and twice as many more boarded a special train of the Southern Pacific in Oakland to make the journey. The party was taken over the industrial sites and a luncheon was served at the terminal.

The opening was of only one unit of the terminal, which is designed chiefly to eliminate of rehandling charges in transference of cargoes from rail to ship or vice versa.

The guests included Governor Stephens, Mayor James Rolph, Jr., of San Francisco; Athol McBean, president of the San Francisco Chamber of Commerce; Mayor John L. Davie, of Oakland; Walter D. Cole, president of the Oakland Chambers; Mayor Louis Bartlett, of Berkeley, and Mayor Frank Otis, of Alameda.

Shipping interests all along the Pacific Coast have shown keen interest in the terminal development and were liberally represented in the official party, as were manufacturing and financial interests. Mr. Cole was toastmaster at the luncheon.

Frederick D. Parr, president of the Terminal company, made an address to the guests, in which he said:

"Five per cent of the business of San Francisco Bay is all that we need to make our terminal project a financial success, and this can be obtained without any loss to San Francisco, as every increased facility, within the bounds of reason, for the handling of cargo rapidly and efficiently will merely bring more business to this bay region.

"We have under lease for thirty-five years from the city of Oakland sixty-five acres of water front. It has a water frontage of 2008 feet and a depth of 1668 feet. Only a portion of this ground was filled when we secured the lease, but to-day practically the entire area has been filled to grade. A channel and a large turning basin have been dredged to a depth of thirty feet at low tide, with a six-foot tide. Already we have berthed a 9400-ton vessel from the Atlantic Coast, and handled over 4000 tons of her cargo over our wharf, and we are in a position to handle the cargo from any vessel now operating out of San Francisco Bay in the cargo-carrying trade.

"Our wharf is 1500 feet in length, and we have more than three miles of track in our terminal railway, and our concrete cargo building and warehouse is 500 feet by 120 feet, with double surface tracks on the face of the dock and a depressed track on the land side of the warehouse.

"The tracks are laid out to give the greatest possible speed in the handling and switching of cars, and to make it possible for a car to be moved from any point on the tracks without stopping the operation in loading or discharging of an adjoining car.

"The Pneumatic Stevedoring Company, a tenant of ours, has installed a facility for discharging copra, grain, etc., by suction. This will enable an average sailing vessel of 800 to 900 tons to discharge in about two days, whereas it now takes eight or nine days. The stevedoring will cost no more and the vessel will save seven days' time.

"We now have in store more than 2,000,000 feet of lumber from the American Trading Co.; Comyn, Mackall & Co., J. J. Moore & Co., Hind, Rolph & Co., and the Pacific Export Lumber Co.

"In the near future bay and river boats will make regular and frequent calls at our terminal.

"Maximum Efficiency"

"The first company to store a shipment in the new warehouse is the Golden West Rice Milling Co., which has a cargo of rice in the building awaiting shipment to Portland.

"It is not so much the amount of trackage, dockage or warehouse space that counts, but the fact that these are so related to each other and to the water front that the maximum efficiency can be had.

Cargo can be handled as rapidly and as economically in this layout as in any facility on the Pacific Coast.

"This places us in position aggressively to solicit any and all kinds of freight, whether requiring open or covered storage, and should enable us to divert to Oakland a large amount of the new business which, in my judgment, will increase very rapidly next year.

"We are not in competition with San Francisco. We know no dividing line. This is all San Francisco Bay. That which helps one side of the bay helps all sides. No one city can hold all of the business, but by a united effort the business of this bay can be materially increased. The raising of the rail rates is going to increase greatly the movement by water, especially between Atlantic and Pacific, through the Panama Canal.

"San Francisco has a tremendous local business which naturally goes to that city, and yet Oakland possesses natural advantages for the handling of overseas, Panama Canal and transcontinental business."

New Warehouses Planned

RICHMOND, CAL., Aug. 9.—One of the largest Eastern steamship companies has agreed to make use of such harbor facilities as the city has available. Wharf No. 1 of the inner harbor not being big enough to accommodate this business, \$150,000 for construction of additional warehouse facilities has been added to the bonds for completion of the inner harbor; these bonds are to be voted on Sept. 28.

WAREHOUSE WITHDRAWAL PERMITS BEING FORGED

PHILADELPHIA, Aug. 18.—Wholesale forgery of permits for the withdrawal and transportation of liquor from bonded warehouses here, and jugglery of permits legally issued, have resulted in the formation of a new set of liquor regulations effective immediately.

A summary of the new regulations has been issued by the National Wholesale Druggists' Association, with a warning against purchases of liquor from irresponsible liquor dealers.

The new rules, it is stated, will make it possible, according to Federal prohibition agents, to halt the practice of "dumping" liquor into one district on permits for withdrawal, transportation and sale, issued in another district. It is asserted by Philadelphia agents that thousands of barrels of liquor consigned to fraudulent addresses in New York have been unloaded in Philadelphia and vicinity.

A feature of the amended regulations is specific instruction to local prohibition directors immediately to mail or otherwise deliver approved permits to purchase to the vendors and to advise the vendee that the permit has been approved, mailed or delivered.

Venezuelan Warehousing

WASHINGTON, Aug. 9.—The municipality of Maracaibo, Venezuela, has purchased land for the erection of warehouses to accommodate increased shipping, says an announcement from the Latin American Division of the Bureau of Foreign and Domestic Commerce.

Warehouse Fire

CHATTANOOGA, Aug. 2.—Fire to-day did \$10,000 damage to the municipal warehouse and contents on the property of the Tennessee River Navigation Co.

Conditions Favor Trailer Business

NEW YORK, Aug. 18.—Slowing down of business conditions and curtailment of credit, which have resulted in considerable cancellation of orders in many lines, have not affected the trailer industry extensively, according to reports of members of the Trailer Manufacturers' Association. There have been few cancellations, and these have been offset by increased orders. The manufacturers expect that as general business gets down to a more economical basis, manufacturers and merchants will look more closely to the cost of transportation and will adopt the trailer more generally as a means of reducing the cost of haulage and delivery. The increase in railroad freight rates is confidently expected to result in a larger development of the ship-by-truck movement. Shippers have already found that goods can be shipped cheaper and quicker by motor truck than by rail for distances of fifty miles or more; and, with an increase of 20 per cent in rail rates, there will be a still greater inducement to patronize the highway lines.

OHIO ASSOCIATION NOW HAS 60 MEMBERS

COLUMBUS, OHIO, Aug. 18—The Ohio Warehouse and Transportation Association, organized about eight months ago at Columbus, is making a steady campaign for members among the transfer and storage industries of the Buckeye State. To date sixty members have been enrolled and it is planned to get at least 250 of the transfer and storage men of Ohio. At present virtually all of the efforts of the officers are directed towards enlarging the membership in order to facilitate motor transportation, any legislation or movement desired.

The board of directors had planned to assemble to-day at Akron in connection with the Inter-state Warehousemen's Association, but the meeting has been postponed until some time in September, because so many warehousemen are on vacations. The meeting of the Ohio association's board of directors has been deferred until the Inter-state meeting.

The question of statutes to be urged at the coming session of the Ohio Legislature has been discussed but nothing definite decided upon. Some of the transfer and warehouse men are of the opinion that certain changes should be made in the Ohio Compulsory Compensation law for workmen. It is believed that there are loopholes in the law which work a great injustice to the employer at present. To that end a campaign of education may be undertaken to bring about the desired changes.

Another subject which will be considered at the directors' meeting is the establishing of return loads bureaus in a number of cities and larger towns in order to facilitate motor transportation. Through such bureaus a great saving for the transfer and haulage men could be made and the business could be placed on a profitable basis.

To Remodel Sibley Warehouse

CHICAGO, Aug. 3—The Central Cold Storage Co. has obtained a permit for remodeling the Sibley warehouse at 350 North Clark Street. At a cost of \$350,000 the building will be divided into three sections for cold storage purposes. The ground area is 190 by 240 feet square. The sections will be respectively ten, eight and six stories high.

To Discuss "Decline in Price"

WASHINGTON, Aug. 12—The Federal Trade Commission announces it has invited representatives of distributing

and producing concerns in more than fifty industries and trades to participate in discussion before it on Oct. 5, with object of determining whether the business practice of "guarantees against decline in price" in selling commodities shall be declared improper under the commission's regulations.

Would Improve Terminals

WASHINGTON, D. C., Aug. 26—Constructive recommendations looking toward improvement in the handling of freight in the terminals will be made soon by the railroad committee of the Chamber of Commerce of the United States. The suggestions are under preparation following a meeting of the committee at which a report on the terminal situation was made by Richard Waterman, secretary of the committee, who conducted investigations in several of the largest cities. Heavier loading and quicker handling, the committee will point out, would add considerably to the number of freight cars in use.

FREIGHT RATE KNOWLEDGE

by officials of the Southern Bonded Warehouse Corp., Petersburg, Va.

1. Built bigger business, because it—
2. Won accounts from a number of the leading national distributors, and thereby—
3. Brought in new profits, which have paid many times over the expense of operating a traffic department.

The story of this rail-tariff-service advanced by a warehouse company to traffic managers is worth reading. It will appear in an early issue of Distribution & Warehousing.

Road Bond Petitions Ready

SACRAMENTO, CAL., Aug. 21—A sufficient number of signatures was secured for the initiative petitions to place the highway measure for increasing the interest on the \$40,000,000 bond issue voted a year ago from 4½ to 6 per cent. Also the measure provides the state at large will pay the interest on the bonds, instead of the counties in which the money is spent.

HI-WAYS TRANSPORT HAS OVERLAND ROUTES

TOLEDO, OHIO, Aug. 9—The Hi-Ways Transport Association, Inc., comprising members of Toledo's warehouse and cartage interests, has passed the experimental stage and is operating successfully. A number of overland routes have been organized, including ones to Defiance by way of Napoleon; to Detroit and Cleveland; to Bucyrus by way of Tiffin, and to Ann Arbor, Jackson and Lansing, Mich. The company receives and dispatches freight for the individual trucker, thereby saving costs in book-keeping and office detail.

With headquarters at 114 North Erie Street, the association has the approval of the traffic bureau of the Toledo Commerce Club and of Toledo's merchants, manufacturers and other business men generally. Good roads, economy in distribution, better legislation and education of employers and employees in motor truck fundamentals—these are some of the aims.

A depot operated by the Hi-Ways Freight Station Co. has been established and here all freight is handled and billed.

Warehousemen identified with the association include its president, F. C. Hackett, president and manager of the Toledo Terminal Warehouse Co.; its vice-president, Walter C. Rathbun, part owners of the Rathbun Cartage Co.; and its treasurer, E. H. Depenthal, owner and manager of the Depenthal Truck & Storage Co. E. A. Mallory is secretary and manager.

Southern Highway Funds

NEW ORLEANS, Aug. 20—Highway projects totaling approximately \$20,000,000, of which the Federal Government will pay half, and the several states the balance, have been provided by the Federal Highway Bureau for the states of Alabama, Mississippi, Florida, Georgia, Tennessee and South Carolina, according to official information.

The largest sum of money will be expended in Georgia, which is to get \$5,776,240, with Tennessee second, with \$4,419,754, and Mississippi stands third, with \$2,415,042. Agreements and arrangements already have been made between the Federal Highway Bureau and the State engineering departments of the six states on contracts totaling \$12,666,113. Of this Georgia has arranged for \$3,504,466; Tennessee, \$2,970,580, and Alabama, \$1,909,163.

In Future Issues

of DISTRIBUTION & WAREHOUSING will appear articles on

Cost Accounting, by E. H. Bacon, vice-president, Louisville Public Warehouse Co.
Proposal and Agreement Form, by Charles G. Wightman, Jr., proprietor, Penn Storage & Van Co., Philadelphia.
Handling of Damaged Goods, by L. T. Crutcher, president, L. T. Crutcher Warehouse Co., Kansas City, Mo.

and other informative articles by men in the industry.

WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

NEW BUILDINGS, ETC.

Lathim Motor Transfer Co., Santa Barbara, Cal., will erect a 50 by 160 fireproof household goods warehouse at Cota and Anacapa streets.

Gore's Warehouse, Wilmington, Va., recently destroyed by fire with \$50,000 will be rebuilt with larger capacity.

Spokane Fruit Growers' Co., Spokane, Wash., will erect fireproof apple warehouses at Grant Orchards and Dalton.

Columbia Storage Warehouses, New York City; capitalization has been increased from \$40,000 to \$60,000.

Cleveland Cartage Co., Cleveland, has purchased four and a half acres at West Park, on the New York Central, from the Cleveland Trust Co. for \$10,000 an acre. It is understood plans are being made for constructing a storage warehouse and a garage on the property.

Ithaca Storage Warehouse, Ithaca, N. Y., has removed from 417 South Plain Street to its new fireproof building at 424 West State Street. The company now has about 5000 square feet of storage space.

Winona Storage & Transfer Co., Winona, Minn., is the new name selected for the O'Brien-Victorian Co., at 400 West Third Street, it is announced by H. C. Victorian, manager.

Pennsylvania Warehousing & Safe Deposit Co., Philadelphia, will erect a 5-story and basement tobacco warehouse in South Water Street.

INCORPORATIONS

Trans-Shipping and Distributing Warehouse Corp., Brooklyn. Capitalization, \$50,000. Directors, Walter J. Sweeney, Paul A. Koch and Roy J. Burgess.

First Avenue Storage & Warehouse Co., New York City. Capitalization, \$5,000. Incorporators, M. and H. Saskowitz and B. Reiser.

Revere Warehouse & Trucking Co., New York City. Capitalization, \$10,000. Incorporators, J. Weisbein, J. Mosco, B. Silverstein.

Gila Warehouse Co., Gila, New Mexico. Capital stock, \$25,000.

McCarthy & Dempsey, Bronx, New York City. Capitalization, \$5,000. To engage in warehousing and trucking. Incorporators, R. Mulroy, A. E. Dempsey and J. Q. McCarthy.

Smithfield Warehousing Co., Boston. Capitalization, \$100,000.

People's Transfer & Storage Co., Cleveland. Capitalization, \$500, no par. Incorporators, D. F. Bevington and L. E. Bevington.

Delta Warehouse Co., Stockton, Cal. Capitalization, \$300,000. Directors and incorporators, J. W. Schuler, Phil O'Connell, Frank A. Guernsey, H. J. Mann, A. J. Ames, of Berkeley; C. Levensaler, of Alameda, and W. D. Sheldon, of San Francisco. Plans to operate warehousing in all its branches and retains rights to operate wharves, piers, docks, elevators, railroads, ships and vessels.

Standard Bonded Warehouse Co., Charlotte, N. C. Capital stock, \$50,000. Stockholders include J. K. Livingston, of Savannah, Ga.; W. B. Cole, of Rockingham, N. C.; B. S. Moore, of Winston-Salem, N. C., and LeRoy Springs, of Lancaster, S. C. Warehouse and offices will be located in Charlotte.

Doran Feed, Transfer & Storage Co., Pocatello, Idaho. Capital stock, \$25,000. Directors, O. D. McCoy, J. T. Doran and G. W. Geighty, all of Pocatello.

Strand Moving Co., New York City. Capitalization, \$5,000. To engage in storage, warehousing and forwarding. Incorporators, M. M. Feldman, J. H. Hand and N. R. Haberman.

Sistrunk, Walker & Crowe, Lexington, Ky., to engage in warehousing and storage. Capitalization, \$100,000. Incorporators, W. T. Sistrunk, G. T. Crowe and A. O. Walker.

United States Terminals & Warehouse, New York City, has been incorporated at Dover, Del. Capitalization, \$20,000,000. Incorporators, A. Roy Myers, Harry C. Hand, Robert K. Thistle.

Franklin Warehouse Co., Boston. Capitalization, \$25,000. Incorporators, William Douglas McKellar, Medford; John Henry Goggin, Boston; Alexander Whiteside, Boston.

Cleveland-Duluth Co. has been incorporated in New York City to engage in warehousing and storing. Capitalization, \$150,000. Incorporators, F. H. Butehorn, J. L. Watson, F. S. Hawley.

Advance Warehouse Co., New York City. Capitalization, \$10,000. To engage in storing, wharfage and forwarding. Incorporators, E. H. Tausig, M. M. Simon, G. A. Teitelbaum.

Oakland Plans Development

OAKLAND, CAL., Aug. 3.—The harbor development committee of the Chamber of Commerce has mapped out an ambitious program which includes warehouse developments on the Oakland, Albany, Alameda and Berkeley waterfronts. The Oakland City Council has been asked to appropriate \$200,000 and the Congressional Rivers and Harbors Committee requested to devote several hundred thousand dollars.

MANUFACTURERS DISCUSS WAREHOUSING TRUCKS

NEW YORK, Aug. 2.—Officers of companies which manufacture industrial trucks were guests of the Electric Storage Battery Company at a dinner recently on the Hotel Astor Roof here.

William Van C. Brandt, manager of the Electric company's industrial truck division, discussed the truck from the viewpoint of labor saving and told what his company was doing in developing batteries to enable the manufacturer of industrial trucks to meet the customer's requirements.

In some warehouses of older construction, Mr. Brandt said, it had been found that owing to narrow runways and sharp corners the industrial truck could not be used with appreciable saving. In new warehouse construction, however, he declared, economy in transportation was given equal consideration with space area. With increase of merchandise distribution, handling charges entered more and more into rate making, he pointed out, and it was desirable for manufacturers to develop efficiency in industrial truck departments in order to obtain new accounts in open competition.

Companies represented included Electric Storage Battery, Exide Battery Depots, Automatic Transportation, Baker R. & L., Elwell Parker Electric, Fairbanks, C. W. Hunt Co., Karry Load Industrial Truck Co., Lakewood Engineering, Kilbourne & Jacobs, Lansden Co., New York Edison, Terminal Engineering, Yale & Towne, Lincoln Products, Public Service Electric, Transportation Engineering and *Commercial Vehicle and Distribution and Warehousing*.

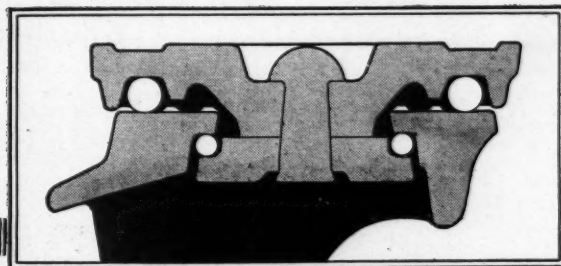
Vacuum Oil Warehouse

BOSTON, Aug. 9.—The Vacuum Oil Co. is to construct a warehouse on Sixth and Potter streets, East Cambridge, and the contract has been awarded. The building will be of concrete, two stories high, with a ground area of 112 x 75 feet.

Hagerstown Expansion

HAGERSTOWN, MD., Aug. 3.—The Hagerstown Storage & Transfer Co. is planning to increase its capitalization from \$20,000 to \$75,000. This would be done through issuing 1100 additional shares at \$50 each.

"Prohibition is reducing crime 34 per cent," remarks a certain State official, and if he had left out the word "crime" he would be nearer the truth.



Cross section showing how the Service Caster swivels entirely on steel balls. Note the sturdy construction of the caster.

SERVICE CASTERS

For use on Dolly Trucks

A machine-faced, smooth running wheel and a frictionless pivot that will neither bend nor break, make the Service Caster peculiarly adapted to warehouse duty.

Two sets of steel balls relieve the pivot—the weak point in most casters—from all stress and strain.

The caster swivels easily on them under all conditions.

Warehousemen find that a Service Caster does not cut the floor, that because of its unique construction there is no breakage—no upkeep expense!

Other Service advantages—a slightly beveled wheel; a strongly reinforced web of the wheel and the yoke.

Highest quality materials are used throughout and every caster is inspected before it leaves the factory.

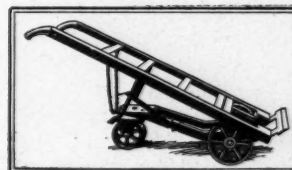
Special sizes to fit your requirements. Prompt delivery.

Write for detailed information about

"The caster with the frictionless pivot".

A few users of Service Equipment

Avery & Co.
Swift & Co.
Lawrence Paper Co.
Union Steel Products Co.
Diamond State Fibre Co.
Cupples Tire Co.
Cudahy Bros.
National Suit and Cloak Co.



Elevator lift trucks (no hydraulic check) and Tri-Wheel trucks are Service products of a quality and performance equal to Service Casters.



SALES OFFICE
TRANSPORTATION BLDG.
CHICAGO, ILL.

THE Service
CASTER & TRUCK CO.
FACTORY AND GENERAL OFFICES
KANSAS CITY, MO.

SALES REPRESENTATIVES
IN PRINCIPAL CITIES

HIGHWAY TRAILER

EDGERTON
WISCONSIN

The Largest Trailer Plant in the World

*The National Tea Company Chain Stores Cut Haulage Costs
in Half with Highway Trailers*



Instead of a Truck, Buy a Highway Trailer

SAVES \$15 TO \$30 DAILY

\$2700 is the price of the average $1\frac{1}{2}$ -ton truck. \$785 is the price of the $1\frac{1}{2}$ -ton Highway Trailer. It adds just as much to your hauling capacity.

The truck load costs 20c per ton-mile. You add 1c per ton-mile extra for each load carried by the Highway Trailer.

AND ALSO SAVES \$1915 TO \$4005

In large sizes the saving in cost is much greater. The 6-ton Highway Trailer costs \$4000 less than the average truck of the same capacity. Note price comparisons below.

When considering additional hauling capacity, think how you will meet the situation if you install Highway Trailers. A Highway Trailer increases truck capacity by adding the truck load as additional cars add to the capacity of a railway locomotive. There are also savings in operation. No extra drivers are required. Added fuel costs less than 10 per cent. for double loads. These

truck users save from \$15 to \$30 daily in the operation of a single Highway Trailer. Such savings net \$3000 to \$6000 a year.

The U. S. Government, operating more than \$1,000,000 worth of Highway Trailers, proved they cut haulage costs in excess of rated truck capacity by 80 per cent. to 90 per cent. The Government accepted Highway Trailer design exclusively without change.

There is a type for any need—four-wheel reversible, semi-trailers and pole trailers, from 1 to 10 tons. Write for table of comparative costs.

Average Truck Costs . .	1½ Tons	2½ Tons	4 Tons	6 Tons
	\$2700	\$3600	\$4150	\$5700
Highway Trailer Costs .	\$785	\$995	\$1325	\$1695
Highway Trailer Saves .	\$1915	\$2605	\$2825	\$4005



MONO-TWIN

"The final word and greatest advance in solid truck tire construction."

1. MONO-TWIN—is made from one solid piece of rubber from which the grain has been removed making chipping and splitting virtually impossible.
2. MONO-TWIN—is vulcanized on a single steel band by means of the new process which forms a union between the rubber and steel—an exclusive U. S. attainment.
3. MONO-TWIN—vacuum depressions and rubber cross bars insure greater traction. The tire grips the road and reduces skidding—on country roads and city asphalt alike.
4. MONO-TWIN'S—exclusive design overcomes the traction wave, which causes excessive heat to be generated within the tire. The vacuum depressions break this traction wave along the centre of the tire at its most effective point, neutralizing the heat effect and its tendency to retard the movement of the truck.
5. MONO-TWIN'S—mold is patterned to permit heat to completely penetrate the tire, evenly curing it during the process of manufacture.
6. MONO-TWIN—can carry a heavier load than two single tires of half the section width and its distinctive contour and tread enable it to retain its load carrying capacity undiminished throughout its life.

Six years of experimentation by the world's largest rubber company along the lines of practical truck tire construction—proclaims MONO-TWIN the most advanced and serviceable heavy duty solid truck tire on the market.

**United States Tires
are Good Tires**



"Just the tire to safeguard your heavy trucking"



The Warehouse Industry Defies Depression

Records show that:

1. The demand for household goods storage space has been greatest during periods of depression.
2. Cold storage warehouses have been filled to capacity within a few weeks after a slump was well developed.
3. While the total volume of commodities passing through the merchandise warehouse was diminished, the turnover was more rapid because of this dealing in smaller units of volume. Consequently the revenue from handling was augmented sufficiently to offset, at least, the decreased storage receipts.

Proof:

Recall, if you can, a conscientious, energetic, up-to-date warehouseman who has ever failed.

Conclusion:

The Warehouseman who requires additional space and new facilities is justified in building *now* for two reasons:

He cannot afford to turn down new business and lose the clients and profits which such action causes. Building construction costs are not going to decrease in the near future; in fact, conditions are more favorable now than they bid fair to be next year.

Many a warehouseman has lost the increased returns that bigger, better warehouses would have brought, if built last Fall, because they thought costs would be lower this year. Are you going to repeat by waiting until next year?



Specialists in warehouse design and maintenance and supervision of warehouse construction.

**Moores & Dunford
Engineering Corporation**

744-46 First National Bank Building
CHICAGO

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

Gaining National Recognition

THE purpose of the Shippers' Index spread upon the following pages is to introduce the warehouseman whose business is selling storage space and service to the shipper who is in the market to buy that storage space and service; and to establish a medium of relationship for the household goods warehousemen who handle their own particular branch of business.

The warehouseman who would become nationally known in his own industry and among the manufacturers recognizes that having his story told through the Shippers' Index is the logical and profitable method.

It is the logical way because there is not another advertising directory like it to which he can turn.

It is profitable because manufacturers who distribute through storage plants are readers in great numbers of the Shippers' Index—manufacturers, including producers, who are using scores of warehouses and who, as their business expands, will develop this method of moving goods forward direct to the retailers.

The Shippers' Index to-day is read by the manufacturers of Aunt Jemima's pancake flour, Bixby's blacking, Carter's inks, Colgate's laundry soap, Crystal Domino sugar, Durkee's salad dressing, Epsom salts, Fairy soap, F. F. Dalley shoe polish, Gold Medal flour, Hoosier kitchen cabinets, Ivory soap, Jiffy Jell, Jello, Kellogg's toasted corn flakes, Keystone wire and steel products, Kodaks, Log Cabin maple syrup, Lux and Rinso, Mellin's food, Saniflush, Scott's emulsion, Scott's tissue paper, Vick's vapor rub, Westinghouse electric products.

Surely a representative list. And they are only a few who consult the Shippers' Index.

COMING EVENTS

Meetings Scheduled by Associations in the Industry

Central Warehousemen's Club.....	San Antonio (tentative). December or January
National Furniture Warehousemen's Association.....	White Sulphur Springs, W. Va. (tentative) ..Probably December
American Warehousemen's Association.....	Probably Atlanta or New OrleansDecember
American Chain of Warehouses.....	Probably Atlanta or New OrleansDecember
Southern Furniture Warehousemen's Association.....	Memphis.....(Date not fixed)
Pacific Coast Furniture Warehousemen's Association.....	San Diego.....February, 1921
Montana Transfer & Storage Men's Association.....	Great Falls.....February, 1921
National Association of Commercial Haulers.....	Milwaukee March 21, 1921
California State Draymen's Association.....	San DiegoMarch, 1921
New York State Cold Storage Association.....	(To be decided).....June, 1921
Shippers' Warehousing and Distributing Association.....	(To be decided).....July, 1921

BIRMINGHAM, ALA.**HARRIS TRANSFER
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

LOS ANGELES, CAL.**Fidelity Fireproof Storage**

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all
business intrusted to us.We have a seven-story reinforced concrete
warehouse.We consolidate and solicit distribution of con-
solidated cars of household goods.

Frank Robert Palmateer, Prop.

MOBILE, ALA.**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer
Pool Cars**"Service"**Forwarding
Storage

Household Goods

Mobile, Ala.

LITTLE ROCK, ARK.**WAREHOUSING
AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and
Merchandise**TERMINAL
WAREHOUSE COMPANY**

109-111 RECTOR AVENUE

All track connection

LOS ANGELES, CAL.**We Solicit Your Pool Car
Distribution****OUR SAN FRANCISCO WAREHOUSE**When you Ship to California
Remember to Ship to**BEKINS FIREPROOF STORAGE**Prompt and Intelligent Returns,
Your Customers SatisfiedLos Angeles
1341 Figueroa St.Oakland
22d & San PabloSan Francisco
13th and Mission St.**BERKELEY, CAL.****STUDENTS
EXPRESS & TRANSFER CO.**MOVING
STORING
FORWARDING

2132 SHATTUCK AVENUE

The Men Who Distribute

Fairy SoapRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Ivory SoapRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index**If Your City Isn't
Represented Here**Put it on the shippers' map by
inserting your card in this space.

LOS ANGELES, CAL.

We Solicit Your
LOS ANGELES
Shipments

assuring you that same will receive prompt and efficient handling.

Collections and other matters intrusted to us will receive prompt and efficient attention. If you desire send your collections draft attached to bill of lading.

We operate three warehouses.

We have private railroad siding at warehouse No. 3 connecting with all lines. No switching charge on cars consigned in our care.

We desire to please.

PRUDENTIAL STORAGE & MOVING CO.

941 West 16th Street

LOS ANGELES, CAL.

Household Goods Exclusively

Members So. California Drayman's Association

LOS ANGELES, CAL.

Shattuck & Nimmo
 WAREHOUSE CO.

Storage and Distribution
 Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Distributing Division, Local Rotary Club and Chamber of Commerce

LOS ANGELES, CAL.

Lowest Insurance
Safety
Prompt Reports



Moderate Rates
Satisfactory Service
Car Load Distribution

The location of the above pictured building, one of our four warehouses in Los Angeles, is in the Wholesale Terminal, the largest plant of its kind in the world, where practically all the wholesale business of the city is conducted. A similar building is now under construction to be completed about March 1st, 1921. We are now accepting applications for space in same.

If you are contemplating using warehouse space on the Pacific coast or are dissatisfied with your present service, write for our rates on your requirements. Our service is guaranteed.

UNION TERMINAL WAREHOUSE CO.

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SACRAMENTO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



SAN FRANCISCO, CAL.

HASLETT WAREHOUSE CO., THE

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

Some Haslett Helps For You

We will store or forward your merchandise.
 We offer also U. S. Customs and Tea Bonded Storage.
 Yard storage provided. Public Weighers.
 Warehouse receipts issued—collections made.
 Pool car distributing and reforwarding a specialty.
 Drier, cleaner and fumigator for beans, corn and other grains.
 Light hauling, city deliveries and general truck service.
 Handy location to retail districts and to freight stations.
 Low insurance rates.
 Every form of time-saving equipment.
 Any special service a client desires will be given personal and immediate attention.
 Coffee hulling, conditioning and hand picking.
 Track connections with all lines.

S. M. Haslett, President P. E. Haslett, Secretary

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
 WAREHOUSE COMPANY
 NO DETAIL TOO SMALL



The Men Who Distribute
Gold Dust

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

DENVER, COLO.

THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc. Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

DENVER, COLO.

THE WEICKER TRANSFER & STORAGE COMPANY

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members { American Warehousemen's Association
 Illinois Furniture Warehousemen's Association
 New York Furniture Warehousemen's Association
 Pacific Coast Furniture Warehousemen's Association
 Central Warehousemen's Club
 American Chain of Warehouses
 Southern Furniture Warehousemen's Association

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
 PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

The Roger-Sherman Transfer Co.

Freight Forwarding—Moving

TEAMS
 AUTO-TRUCKS

GENERAL TRUCKING
 HEAVY RIGGING

1056 MAIN ST.

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
 AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

WASHINGTON, D. C.

**SMITH TRANSFER
& STORAGE CO.**

OFFICE:
1313 YOU ST., N. W.
MODERN FIREPROOF BUILDING
MOVING
SHIPPING
STORING



MEMBERS N. F. W. A.

LET US HANDLE YOUR WASHINGTON
BUSINESS. WE WILL PLEASE YOU

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.

MEMBERS:

N. Y. Furniture Warehousemen's
Association
Illinois Furniture Warehousemen's
Association
Southern Furniture Warehousemen's
Association



PROMPT REMITTANCES
Efficient and Courteous Service
MOTOR TRUCKS
and
PADDED VANS
Modern Fireproof Warehouse

JACKSONVILLE, FLA.

DELCHER BROS. STORAGE COMPANY
FIREPROOF WAREHOUSE

We Move, Pack, Store and Ship Furniture
Consign Your Pool Cars to Us,
Motor Equipment

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

JACKSONVILLE, FLA.

Wiesenfeld Warehouse Company

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

ATLANTA, GA.

CATHCART**VAN & STORAGE COMPANY**

Moves, Stores, Packs, Ships
Household Goods Exclusively
THREE WAREHOUSES
Office, 6-8 MADISON AVE.

ATLANTA, GA.

Warehousemen

MORROW**TRANSFER & STORAGE COMPANY**

COMMERCIAL STORAGE

Distributors—R. R. Trackage—Carloads a Specialty
Household Goods Moved, Stored, Packed and Shipped
180-184 MARIETTA STREET

ATLANTA, GA.

SOUTHERN**SALES & WAREHOUSE CO.**

FIRE PROOF CONCRETE WAREHOUSE
MERCHANDISE DISTRIBUTORS
R. R. TRACKAGE, MOTOR SERVICE
Located in heart of wholesale district.
13 Produce Place

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigining
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and
Steamship Docks

Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
312-314-316 Williamson Street
P. O. Box 985 Savannah, Ga.

BOISE, IDAHO

PEASLEY**TRANSFER & STORAGE COMPANY**

STORAGE, TRANSFER AND FORWARDING

NINTH AND GROVE STREETS

The Men Who Distribute

Crystal Domino Sugar

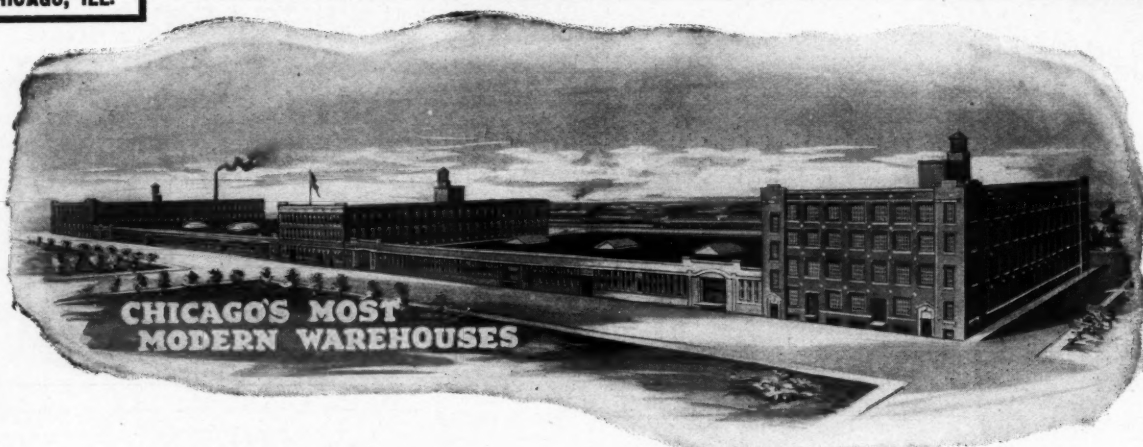
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and consult the Shippers' Index

The Men Who Distribute

Dr. Kilmer's Remedies

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.



Insure Prompt Deliveries

CARRY A STOCK NEAR YOUR TRADE

Our modern warehouses containing 350,000 square feet of floor space are completely equipped with Sprinkler System.

Ship direct to us and let us fill and reship your orders. L. C. L. shipments made without cartage expense.

INSURANCE RATES AS LOW AS 15¢ NEGOTIABLE RECEIPTS ISSUED

Take Advantage of the Rates in Transit

FLOOR SPACE WITH OFFICES TO RENT

BUILDINGS ERECTED TO SUIT TENANTS' REQUIREMENTS

Carload Shipments Made on Telegraphic Orders

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5835 West 65th Street, Chicago, Ill.

CHICAGO, ILL.

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HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS

CONVENIENT LOCATION

UP-TO-DATE METHODS

ADEQUATE FACILITIES

LOW INSURANCE RATES

EXPERIENCED EMPLOYEES

The Men Who Distribute

Babbitt's Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.

EMPIRE Storage Company

Fireproof Warehouses

A DISTINCTIVE ORGANIZATION
by reason of

Unusually careful attention to safeguarding of correspondents' interests.

Immediate remittance of charges advanced.

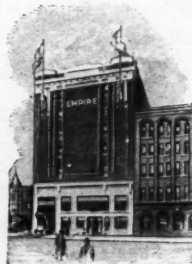
Liberal treatment of customers' complaints.

Proximity to Belt Switch Tracks, receiving freight from all trunk lines.

Central Office

52nd St. and Cottage Grove Ave.

Member: Nat'l F. W. Ass'n. 111 F. W. Ass'n.



Established 1871

CHICAGO, ILL.

Our new concrete, sprinklered warehouses with direct switching from five Truck Lines and one Belt Line will be ready for occupancy about September 1st.

We will then be able to take on additional, distribution and storage business.

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Main Office: 1501 South Peoria Street, Chicago

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Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

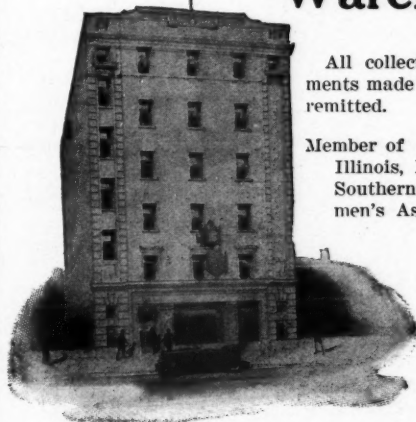
**Modern Building—Low Insurance Rates
Use Our Service**

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
Illinois, New York and
Southern Warehouse-
men's Associations.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

**Very Low
Insurance Rates**

**CM&STP Ry. Track
Inside Buildings**

The Ontario Warehouse Co.

**Frostproof
Merchandise Storage**

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

The Men Who Distribute

Kodaks

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and consult the Shippers' Index

The Men Who Distribute

Scott's Emulsion

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and consult the Shippers' Index

Distribution & Warehousing

is the

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between the

Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year (\$2.50 west of the Mississippi).

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CHICAGO ILL.

WAKEM & McLAUGHLIN

(INCORPORATED)

CHICAGO

We Store and Distribute Merchandise Only

CHICAGO, ILL.

Member American Warehousemen's
Association, Illinois Association
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ROBERT L. SPENCER
Warehouse Superintendent
Pennsylvania System

WESTERN WAREHOUSING CO.

General Merchandise Warehouses

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO

WHERE WE ARE:

At the edge of "The Loop," Chicago's downtown business center.

WHAT WE HAVE:

500,000 square feet of floor space.
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c per \$100 per annum.

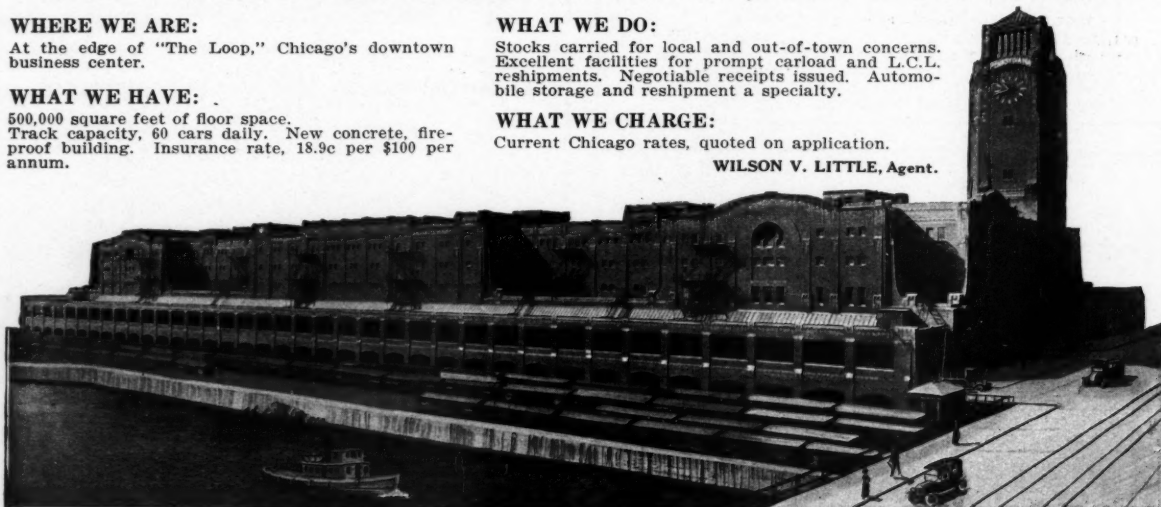
WHAT WE DO:

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

WHAT WE CHARGE:

Current Chicago rates, quoted on application.

WILSON V. LITTLE, Agent.



FORT WAYNE, IND.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

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Private Siding With All Railroads

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FIRE PROOF BUILDING

ROOMS FOR HOUSEHOLD FURNITURE

General Merchandise Warehousing and Transferring
Factory Distributors

INDIANAPOLIS IND.

We Have the Very Best of Equipment for Handling
Heavy Machinery, Boilers, Engines, Tanks
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

HOGAN TRANSFER & STORAGE CO.

Member
N. F. W. A. and I. F. W. A.

Established
1892

The Men Who Distribute

Scoftissue Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

Hoosier Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.



Our Service Consists of

Warehouse for Manufactured Articles.

Prompt shipment for all orders.

Prompt reports of shipments as you want them.

Trucks for Drayage Equipment.

We are, in fact, ready to be your Shipping Department.

Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken.

Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

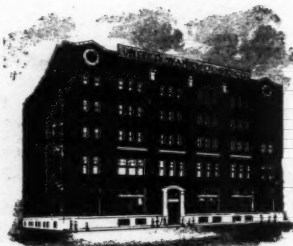
West New York and Canal

INDIANAPOLIS

INDIANA

WICHITA, KANS.

A. F. JONES, President
A. S. PARKS, Vice-President
J. H. BRUGH, Sec'y and Gen'l Mgr.



WE OPERATE THREE OF
THE FINEST FIREPROOF WAREHOUSES
IN THE MIDDLE WEST



ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts
Capital \$100,000.00

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SAFETY
TRANSFER & STORAGE CO., INC.
Offices 105 S. Hancock St.
HOUSEHOLD GOODS
Moved, Packed, Stored, Forwarded
AUTOMOBILE AND TRACTOR STORAGE
Members I. F. W. A.

ALEXANDRIA, LA.

Carnahan's Transfer & Storage

Alexandria,

La.

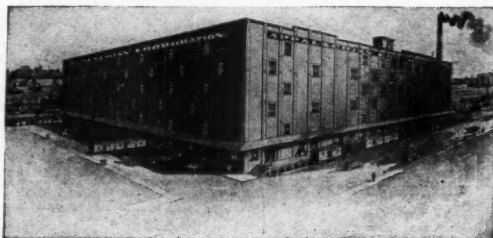
Merchandise and Furni-
ture Storage Distributors
and Forwarders.

Auto Truck Service

The Men Who Distribute
Durkee's Salad Dressing
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

NEW ORLEANS, LA.

APPALACHIAN SERVICE



SPACE—STORAGE—DISTRIBUTION
and FORWARDING
To the WORLD'S COMMERCE
Through the
PORT OF NEW ORLEANS, U. S. A.

STORAGE We own the Largest Modern
Public and Government Bonded
Warehouse in the South. Contains 7,500,000 cubic
feet, equal to more than 14 acres of surface storage
facilities, caring for 3,000 carloads of material at one
time. Our sidings have a capacity of 24 cars. Direct
connection with all railroad and steamship lines
entering New Orleans.

DISTRIBUTION Our facilities for
giving our clients a
Perfect Distribution Service are unequalled by any
warehouse in the Southern States.

FORWARDING We maintain a well or-
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warding Department for both Import and Export
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validation of bills of lading, take out consular in-
voices, render customs service and deliver merchan-
dise in proper time and condition to steamer or
railroad.

FOR SERVICE ADDRESS

APPALACHIAN CORPORATION

INC. OF LOUISIANA

LOUIS B. MAGID, President

South Peters, Thalia, South Front and Erato Streets

NEW ORLEANS, U. S. A.

"The City of New Opportunities"

SPECIAL

Our Negotiable Receipts are Current in all financial
centers. When desired we assist. We also arrange
Marine Insurance and Advances on Carload Shipments.

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
Balt. F. W. A.**BALTIMORE, MD.**

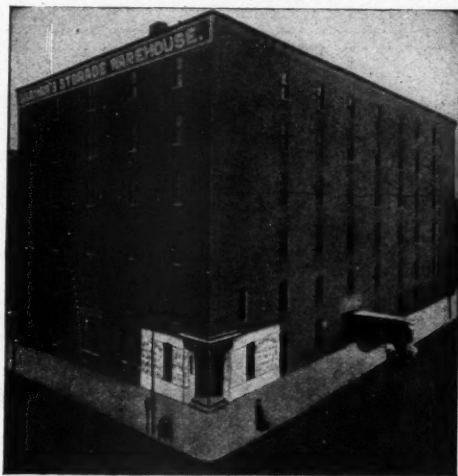
Leonidas Levering, Pres.

**CENTRAL WAREHOUSE CO.
STORAGE—TRANSFER—SHIPPING**

517-525 W. Baltimore St.

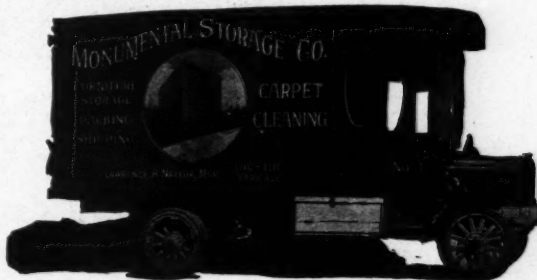
"DISTRIBUTING AGENTS"Consign Your Pool-Cars Direct to Us. We Handle
Everything**"EXPERT SERVICE"****"LOW FIRE INSURANCE"****BALTIMORE, MD.****Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager

800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.**MOVING — PACKING — SHIPPING
MOTOR EQUIPMENT**

Send us your Baltimore Consignment

Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

BALTIMORE, MD.**THE KAUFMAN
Fire-proof Storage Warehouses****BALTIMORE, MD**Send your Baltimore shipments to
MONUMENTAL STORAGE COMPANY**BALTIMORE, MD.****Security Storage & Trust Company**

15 W. North Avenue

**FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN**Members of
Baltimore Furniture Warehousemen's Associations
New York and Illinois Warehousemen's Associations**BOSTON, MASS.**

Established 1880

T. G. BUCKLEY CO.MOVERS OF HOUSEHOLD GOODS AND PIANOS
MOTOR TRUCK SERVICE

REINFORCED CONCRETE WAREHOUSE

OFFICE and WAREHOUSE, 690 DUDLEY STREET

Members N. Y. F. W. A.

The Men Who Distribute

Bon AmiRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute

**Aunt Jemima Pancake
Flour**Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 480,000 sq. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

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GEORGE S. LOVEJOY, Manager, General Store Department.
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Storage of Wool, Cotton and
General Merchandise

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

Fumigation of Foreign Cotton
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

HOLYOKE, MASS.

Holyoke Warehouse Co.

Park and Crescent Streets

Modern Fireproof
Warehouse

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

TRY OUR SERVICE

Heavy Haulage Truck Service

NEW BEDFORD, MASS.

NEW BEDFORD STORAGE WAREHOUSE CO.

Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

Low Insurance Rates

Excellent Rail and Water
Connections

N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

Distribution and Pool Car
Shipments Solicited

HOLYOKE, MASS.

Sheldons Transfer & Storage

ESTABLISHED 1870

Main Office 637 Main St. Branch Office 81 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N.Y., N.H. & H. and B. & M. Sidings

BAY CITY, MICH.

The Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track—Sidings on all railroads entering Bay City.

Office & Warehouses:

Cor. 2nd & Adams St., Bay City, Mich.

BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

P. Van Haaren & Sons Storage Co.

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

The Men Who Distribute

Keystone Wire & Steel Products

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and consult the Shippers' Index

The Men Who Distribute

Log Cabin Maple Syrup

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The Men Who Distribute

Lux and Rinso

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The Men Who Distribute

Mellin's Food

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The Men Who Distribute

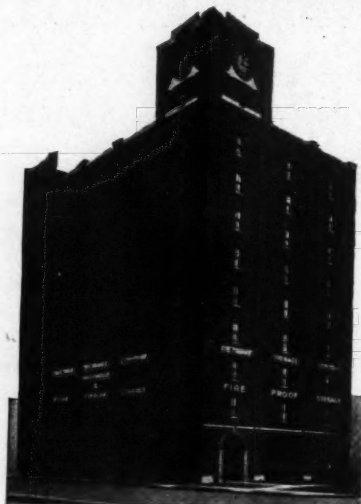
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DETROIT, MICH.

DETROIT'S LEADING MOVERS.

Detroit Storage Co.



Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPING
 MOTOR EQUIPMENT
 Corner East Grand Boulevard and Beaubien St.,
 DETROIT, MICH.

DETROIT, MICH.

Shekell Moving Van Company

Fireproof and Non-Fireproof
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Merchandise Distribution
 and

Household Goods Storage.

24 Motor Trucks in
 Operation.

127-129 Grand River Ave. Detroit, Mich.

DETROIT, MICH.

TURNER CARTAGE COMPANY



Phone
 Main
 2660

Shipments of household goods and merchandise will be handled under personal supervision of company officials.

334-340 Lafayette Blvd., DETROIT, MICH.

DETROIT, MICH.

GENERAL STORAGE AND CARTAGE CO.

Main Offices:

Grand River and Lorain Avenues

GENERAL MERCHANDISE STORAGE

Forwarding, Distributing and Reshipping Agents. Custom
 House Brokers—Expert Traffic Service

SHIP US YOUR CARLOADS FOR DISTRIBUTION

50 Car Track Space on M. C. R. R. and Grand Trunk
 Motor Trucks—1 to 10 Tons Capacity

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HOUSEHOLD GOODS EXCLUSIVELY

MOTOR TRUCK SERVICE
 STORAGE :: PACKING :: SHIPPING

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Member A. W. A. FLINT, MICH.

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Elston Packing & Storage Co.

Storage household goods and merchandise. Seven warehouses
 with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

DETROIT, MICH.

Roehl Bros.

STORAGE

We have every facility to handle
 your Detroit Shipment.

Address

Office: 526 Alfred St.

Detroit, Mich.

GRAND RAPIDS, MICH.

Kent Storage Company

59 to 69 Front Ave. Grand Rapids, Mich.

Branch at Battle Creek, Mich.

General Merchandise Distribution.
 300,000 Sq. Ft. Sprinkler Warehouses.

Free switching on all R.R.'s entering Grand Rapids.
 Motor Truck Equipment.

COLD STORAGE PLANT

(Temp. Zero to 40°)

600,000 Cubic Ft. Cold Storage Space.

Member National League of Commission Merchants.
 Law Tariffs, Schedule of Rates submitted upon application.

Michigan's Logical Distributing Point

Liberal advances. Negotiable warehouse receipts issued.

GRAND RAPIDS, MICH.

Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

LANSING, MICH.

Lansing Storage Company

Exclusive Household Goods Storage
Moving, Packing, Shipping
Motor Van Service for Inter-city Work
"We know how"

412 No. Washington Ave., Lansing, Mich.

HIGHLAND PARK, MICH.

MARVIN SPRAGUE

STORAGE and CARTAGE
MOVING, PACKING and SHIPPING
EXPRESSING

OFFICE AND WAREHOUSE

2170 HAMILTON BLVD.

HIGHLAND PARK, MICHIGAN

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office
N. Michigan Ave.

The Men Who Distribute

Colgate Laundry Soap

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and consult the Shippers' Index

LANSING, MICH.

Fireproof

Storage & Transfer Company

Central Michigan Distributing point for pool car shipments. We have the only modern fireproof warehouse in the city for storage of Merchandise, Automobiles, H. H. Goods. Private siding on P. M. R. R. connecting with M. C., N. Y. C. & G. T. Railroads.

MOTOR TRUCK SERVICE

The Men Who Distribute

Bixby's Blacking

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and consult the Shippers' Index

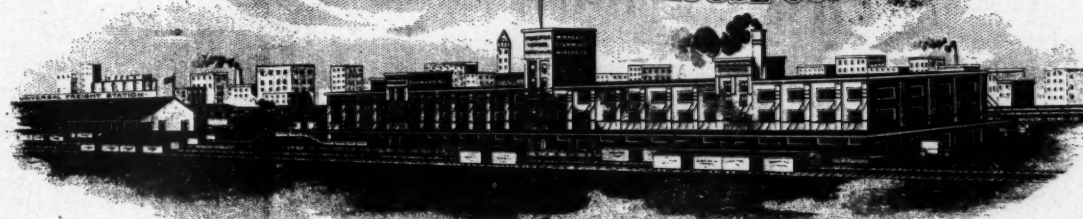
MINNEAPOLIS, MINN.

OFFICERS:

W. P. TRICKETT, PRESIDENT
T. J. SKELLET, VICE PRES.
I. A. THORSON, SECY & TREAS.
W. J. BUCHANAN, MANAGER

DIRECTORS:

SEWALL D. ANDREWS
NORTON M. CROSS
J. A. GRAHAM
M. SCHIBBY
T. J. SKELLET
I. A. THORSON
W. P. TRICKETT

MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

OUR RATES ON FILE WITH STATE OF MINNESOTA BY WHOM WE ARE LICENSED UNDER \$ 50,000 BOND

Minneapolis,

Mr. Sales Manager:

July 20, 1920

Interrupted sales service due to transportation delays is costing you money. Your retailer cannot sell goods in transit. We can distribute your merchandise without delay and at a lower cost than you can. Ship to us at Minnesota Transfer.

Yours truly,

MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

W. J. Buchanan
Manager

WJB L

MINNEAPOLIS, MINN.



14 WAREHOUSES AT YOUR SERVICE

Service FOR THE DISTRIBUTORS OF MERCHANDISE
IN THE NORTHWEST

WE have a complete organization to care for your warehousing and shipping requirements, our own office handling every detail.

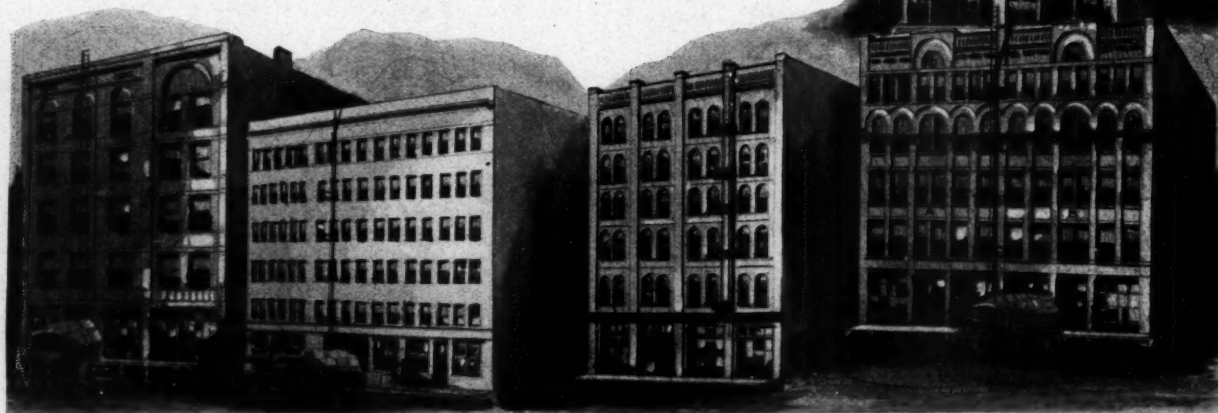
Each of these buildings have track connections so that they are a part of the trade channel between your factory and your customer.

SECURITY WAREHOUSE COMPANY

Established 1883

MINNEAPOLIS

MINNESOTA,



ST. PAUL, MINN.

The Central Warehouse Co.

Minnesota Transfer, Minn.

**Merchandise, Bonded and Cold Storage
Industrial Sites**

At the junction of nine railroads, midway between the Twin Cities. L. C. L. shipping without carting. Motor trucks for local deliveries. 40 acres of ground. Six miles of trackage operated by our electric locomotives.

KANSAS CITY, MO.

WE will not call your attention to our modern, wonderfully equipped, fireproof warehouse building, with a 16c. insurance rate and located in the very heart of the implement and freight depot districts, but wish to concentrate your attention upon the consistent, efficient organization we have in our warehouse building. We are in a position to render you service that cannot be equaled in Kansas City, and our rates, we guarantee, will leave you with a profit.

L. T. CRUTCHER WAREHOUSE CO.

Distribution and Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

ST. PAUL, MINN.

Kedney Warehouse Co.

Commercial Storage & Forwarding

MINNEAPOLIS

ST. PAUL

8-22 Hennepin Ave.

East 3rd & John Sts.

C. G. W. Trackage

MR. DISTRIBUTION MANAGER!

Let us send you a partial list of our customers so that you may "Ask the man who stores with us" if we give real service.

KANSAS CITY, MO.

Fireproof Warehouse

Convenient to All

Freight Depots

Send your consignments in our care

Members of I. F. W. A.

L. Leritz & Son

2616-18-20 Warwick



Ins. Rate 22c

ST. PAUL, MINN.

St. Paul**Terminal Warehouse Co.**

Eighth, Ninth, Locust and Willius Streets

St. Paul

Fireproof buildings of newest construction, equipped and organized to give warehouse service. Served by all railroads entering the Twin Cities. Merchandise exclusively.

DISTRIBUTION—STORAGE—**SPACE RENTALS**

Automatic insurance placed on receipt of your goods, if desired.

KANSAS CITY, MO.

Are *You* Giving Your Customers**Service?**

The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

D. A. MORR**TRANSFER & STORAGE COMPANY**

Members { Central Warehousemen's Club
American Chain of Warehouses
American Warehousemen's Association
Illinois Furniture Warehousemen's Association
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KANSAS CITY, MO.

Merchandise Warehousing and Distributing
BRANCH HOUSES FOR FACTORIES SPACE MERCHANTS
Pool Car Distribution



"The Service Symbol"

CENTRAL STORAGE CO.

MAIN OFFICE: 1422 ST. LOUIS AVENUE
Formerly—Clagett Storage & Transfer Co., Est. 1902;
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A Transfer Company with an Ability to Serve

ST. LOUIS
Most Central
Distribution
Point in
United States

Nine Freight Depots; One Mile of Platforms
More than 250,000 Square Feet of Storage
and Warehouse Space

225 Teams and 75 Motor Trucks

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Terminals Company (La Salle Street Station) you get the benefit of
Daily Package Car Service
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Leased Motor Truck Service - By Hour, Day or Contract -

**COLUMBIA
TERMINALS CO.**

America's Largest
Transfer
Organization

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Largest Furniture
Warehouse in
St. Louis

Capacity 1,500,000 cu. ft.
Absolutely Fireproof

Largest Fleet of
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15 Enclosed Trucks
Latest Design

Warehouse and Office
Delmar Blvd. at Euclid Ave.

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Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts. Motor Service.

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NEW FIRE PROOF BUILDING

1,500,000 Cubic Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

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We Specialize in Merchandise Distribution

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Branch House Service for
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Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

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Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

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Illinois Furniture Warehousemen's Association.
Central Warehousemen's Club.
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Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

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Office: 110 N. South Cardina Avenue
Inter-City Auto Service Heavy Hauling



Railroad
Siding and
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Storage for
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Merchandise

Piano Moving

Phone 108

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Established 1887

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Members of New Jersey—New York—Illinois—Southern
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Principal Office, 85 MAIN STREET

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5 BLOCKS FROM D. L. & W. FERRIES

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Phones—Hoboken 1810-1811-1812

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Estab. 1850

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Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.

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N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

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FURNITURE and MERCHANDISE WAREHOUSE

KNICKERBOCKER STORAGE WAREHOUSE COMPANY

JOHN MULLIGAN
PRES.

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MOVING, PACKING, DISTRIBUTING,
SHIPPING, MOTOR EQUIPMENT

MEMBERS N. Y. W. A. and N. Y. F. W. A.

NEWARK, N. J.**LYON STORAGE CO.**

97 Canal Street, Newark, N. J.

Finest cold storage equipment and ample space in
reserve at all times for use of our clients.

Facilities for handling general merchandise are unex-
celled in our territory.

We make a specialty of pool car distributing and re-
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We will forward, store or distribute your merchandise,
anywhere. Greater New York or metropolitan Jersey
district distribution done quickly and economically.
Forwarding shipments for European, Latin-American
and other foreign ports through the Port of Newark
is service we have developed particularly well for con-
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Feel free at any time to ask any special service. Your
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Lyon Storage Company**NEWARK, N. J.**

We operate three fireproof warehouses for the storage and di-
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Warehouses located near all Rail and Water Terminals.

Motor delivery service throughout New Jersey and New York.
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Try shipping this way. We know

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New, Modern and Up-to-Date Furniture Warehouse

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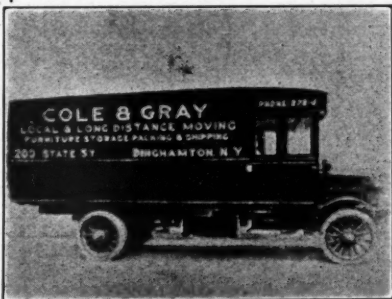
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33 Years in Business

Merchandise
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Shipments Given
Special
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Storage of Household Goods,
Merchandise,
Implements and
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Auto Trucks
Heavy Haulage



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Established 1889

Chas. D. Strang's Montauk Storage Company

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Send your shipments to Brooklyn in my care.
Both your customers and yourself will receive
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WE SPECIALIZE IN

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BUFFALO

STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND FORWARDING

Warehouse on New York Central Tracks

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WE WILL LOOK AFTER YOUR INTEREST AT BUFFALO



EXPERTS in storage, moving, packing
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Members of Buffalo Chamber of Commerce, Illinois Furniture Ware-
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25 Years' Efficient Service
We have just completed a

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NOW

With our trained corps of experienced
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houses, our large fleet of auto moving
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Everything in the Line of Moving,
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In distribution of goods for National Merchandisers.
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Best Warehouse in the Southern Tier.
Low insurance.

Reference: Second National Bank,
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and many mercantile houses.

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Elmira, N. Y.

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Warehouse, 50,000 square feet floor space, can ac-
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Free switching privileges D., L. & W., Erie, Penna.
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General Merchandise and Storage. Forwarding
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Competent help in office and warehouse. We can
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We do a general storage, moving, carting and
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"Every Room is an Actual Vault"

**Atlas Fireproof Storage
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Moving—Packing—Storing—Shipping
A terminal of every railroad in immediate
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Consign your shipment to us for proper
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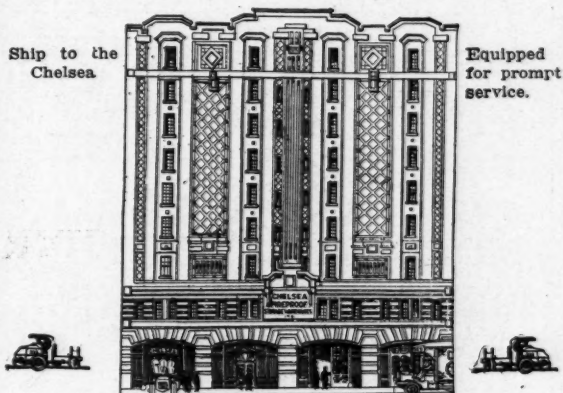
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Chelsea Fireproof Storage Warehouses, Inc.

COMPLETE SERVICE TO SHIPPERS

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Important Announcement

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—both in one document

ANOTHER INNOVATION in storage warehousing—*Insured Warehouse Receipts!*

Perfecting the feature of Automatic Commodity Insurance which it originated last year, Independent Warehouses, Inc., has just put into operation a plan under which the warehouse receipt issued to the customer is, at one and the same time, the fire insurance policy.

The *Insured Warehouse Receipt* contains a clause, *printed on the face of the receipt*, certifying that the commodities are insured for a specific sum, based on the value declared by the customer.

MEMORANDUM FOR BANKERS—*This plan obviates the usual trouble and risk involved in obtaining, scrutinizing and caring for separate insurance policies as necessary documents incident to loans made against warehouse receipts.*

The cost of the insurance under this *new* plan is no more than the cost of separate policies under the *old* method.

The insurance is automatic—it takes effect *immediately* upon the arrival of the commodities at the warehouse platforms, bulkheads, or in the streets adjacent thereto.

Another vital feature: the insurance passes current to the holder of the receipt for value immediately upon its negotiation, as his interest may appear.

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Inaugurated by GUARANTY TRUST COMPANY OF NEW YORK
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Three large fireproof storage warehouses adjacent
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in Westchester section

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Storage Warehouses
and Motor Vans

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Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

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Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS
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Buildings for lease with lighterage and railroad facilities

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Calendar showing map of New York Harbor sent on request

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Merchandise Storage and Distribution
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Fireproof and Non-fireproof Warehouses
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Adjacent to all Bronx Terminals. Economic and
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THIRD AVENUE AND 140th STREET

The Men who Distribute

"Jello"

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The Men Who Distribute

"None Such" Mince Meat

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NEW YORK, N.Y.

A Room for Every Load of Furniture

**The Tiffany Fireproof
Storage Warehouses**

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx, ship to us. We are conveniently located near all railroad terminals.

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General Offices—No. 29 Broadway
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Phone Whitehall-353.

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Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

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Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods
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To avoid loss of business
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Modern fireproof storage building—located convenient to all freight terminals, also within two blocks of the New York State Barge Canal Terminal.

We furnish a complete service. Let us quote on your requirements.

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Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage, Motor Service.

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**A MODERN FIREPROOF
MERCHANDISE WAREHOUSE
WITH UP-TO-DATE EQUIPMENT
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**INSURANCE
RATE OF
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**120,000
SQUARE FEET
FLOOR SPACE**

Great Northern Warehouses, Inc.

Our warehouse is designed primarily for economic service and modern warehousing.

It is completely equipped with sprinkler system, A. D. T. watchman service and modern handling service.

It is situated in the business center of Syracuse and Central New York, adjacent to D. L. & W. and N. Y. C. R. R. Freight Terminals, with private siding accommodating 8 cars each shift.

Offering every advantage desired by the manufacturer for distribution of his products

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SYRACUSE, N. Y.**



SYRACUSE, N. Y.

Flagg Storage Warehouse**TWO FIREPROOF WAREHOUSES**STORAGE OF GENERAL MERCHANDISE
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houses.

Correspondence Solicited.

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Merchandise
Distribution
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AttentionStorage of Household Goods, Merchandise and Machinery
**IF YOU WANT REAL SERVICE—TELL ME
YOUR REQUIREMENTS**

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King Storage Warehouse, Inc.
Opposite N. Y. C. West St. Station**COMMERICAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**Carload or less carload shipments will receive prompt and careful
attention. This branch of warehousing has been a specialty
with us for over twenty years. We maintain our own delivery
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Careful attention to collections. Satisfaction to yourself and
customer guaranteed.**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING
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Consign Utica Shipments

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UTICA**CARTING & STORAGE COMPANY**Storage, Trucking, Forwarding,
Shipping, Rigging, Transferring,
Distributing, Checking, Packing**MOTOR VANS FOR LONG DISTANCE**

Members New York and Illinois Associations.

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Carolina Storage & Distributing Co.

Raleigh (Bonded) North Carolina
We store, reship and distribute all classes of freight. Modern
brick warehouses located on railroad tracks. Pool car dis-
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excellent railway service. Raleigh is most logical distributing
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CONSIGN YOUR SHIPMENTS TO

**THE MINOT WAREHOUSE & STORAGE
FACTORY DISTRIBUTORS**Household Goods and Merchandise Stored. Reinforced
concrete building with brick walls and hollow tile inner
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211-215 S. Broadway

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Two Large Warehouses

Railroad siding at each warehouse

Household Goods and Merchandise

Motor Truck Equipment

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The Union Fireproof Warehouse Co.

OPERATING

The Union Fireproof Furniture
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and
The Union Terminal Warehouses.
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"WE DELIVER EVERYTHING."

TWO LARGE WAREHOUSES
ABSOLUTELY FIREPROOF.

MERCHANDISE & HOUSEHOLD
GOODS STORAGE.

Car load lots and less than car load lots re-
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Fireproof and Non-Fireproof Build-
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Unsurpassed facilities for handling pool car and
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Railroad Sidings
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We are equipped to handle carloads and less than car-
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222 and 224 East Front Street

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STORAGE

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
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Warehousemen's
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and
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CINCINNATI, OHIO

"STACEY FIRST"



SERVICE
FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES

MODERN MOTOR
VAN EQUIPMENT

RELIABILITY

Established 1891 Investment \$250,000
Your interests carefully protected

STACEY STORAGE CO.
2333 Gilbert Avenue

CLEVELAND, OHIO

THE CENTRAL STORAGE WAREHOUSE CO.,

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCHANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

**SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS
LET US SERVE THEM AS THEY SHOULD BE SERVED**

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.
OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.
—WE CONSERVE YOUR INTERESTS—

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1883

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

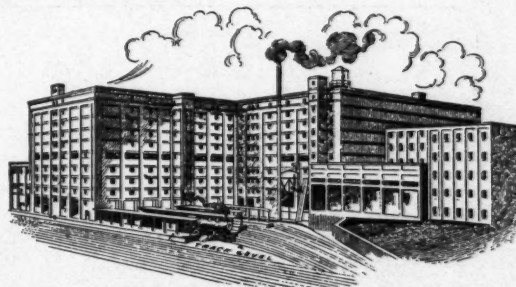
Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

Under Railroad Rules in effect October, 1918,
all roads absorb carload switching charges.

CLEVELAND, OHIO



3,000,000 cubic feet General Storage and
Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

New, Fire Proof Building

SERVICE

Is all we have to sell.

We solicit your business

Ninth Street Terminal Warehouse Co.

WM. J. HOGAN, President
Cleveland, Ohio

LEVE

MOTOR TRUCKS GIVE BETTER SERVICE.

WE USE THEM

The
**KNICKERBOCKER
STORAGE CO.**
7724 DETROIT AVE.

The
**LINCOLN FIREPROOF
STORAGE CO.**
5660-5704 EUCLID AVE.

The
**LAKE SHORE MOVING
AND STORAGE CO.**
664 EAST 105TH ST.

The
**SCOTT BROS. FIRE-
PROOF STORAGE CO.**
1838-40 EAST 55TH ST.

Members of National Furniture

LAND.O

FIREPROOF WAREHOUSES GIVE BETTER PROTECTION. WE HAVE THEM

The
**NEAL FIREPROOF
STORAGE CO.**
7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

The
**REDHEAD
STORAGE CO.**
2041 EAST 105TH ST.

HOUSEHOLD GOODS EXCLUSIVELY

The
**EUCLID AVE. FIRE-
PROOF STORAGE CO.**
11605-09 EUCLID AVE.

The
**WINDERMERE
TRANSFER, MOVING
AND FIREPROOF
STORAGE CO.**
14136 EUCLID AVE.

Warehousemen's Association.

COLUMBUS, OHIO

THERE IS
NOTHING TOO LARGE
NOR TOO SMALL
FOR US TO HANDLE

THE BUCKEYE TRANSFER & STORAGE COMPANY

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables Private Rooms

COLUMBUS, OHIO

Expert Packers Reliable Movers
Absolutely Fireproof

The Great Western Storage Company

Storing, Crating, Forwarding, Distributing
Car Lots of Merchandise Stored for Distributing
Local and Long Distance Hauling. Separate Sealed Rooms for Household Goods.

Located on the Pennsylvania Lines
766 to 776 West Broad Street COLUMBUS, OHIO

COLUMBUS, OHIO

THE KUTSCHBACH-MCNALLY CO.

Complete Facilities for Storing and Forwarding
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks
Manufacturers' Distributors MOTOR Equipment
Member Interstate Warehousemen's Association

COLUMBUS, O.

The Merchandise Storage Company

Columbus, Ohio
General Storage & Distribution
SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.
313-315 EAST FIRST STREET
A. B. Compton, Vice-President

DAYTON, OHIO

R. B. TAWNEY

Long Distance Hauling a Specialty
Furniture and Pianos Stored and Packed for Shipping
427 HICKORY ST., DAYTON, OHIO
Phone, Fairview 3234

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

MANSFIELD, OHIO

THE COTTER TRANSFER AND STORAGE CO.

FIREPROOF AND NON-FIREPROOF
WAREHOUSES

Furniture and Merchandise Storage

Motor Trucks Heavy Hauling Distributing

The Cotter System

Members New York, Illinois and American Warehousemen's Assns.

SANDUSKY, OHIO

The Island & Terminal Transfer Co.

JOHN A. MILLOTT, MGR.
TRANSFER, DRAYAGE and STORAGE
New Three-story Fireproof Building, also Non-fireproof
Buildings
MERCHANDISE AND HOUSEHOLD GOODS
Complete Distributing Facilities Steamboat Landing and
Railroad Siding

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

WAGNER FIREPROOF STORAGE & TRUCK CO.

Siding on Pennsylvania Lines
Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise

TOLEDO, OHIO

DEPENTHAL TRUCK & STORAGE COMPANY

108 SUMMIT STREET
Member of New York, Illinois, and Southern Furniture
Warehousemen's Associations

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET
Household Goods Exclusively
Members: Illinois Furniture Warehouse Association
American Warehouse Association

TOLEDO, OHIO

THE TOLEDO MERCHANTS' DELIVERY COMPANY

215 South St. Clair St.
AUTO SERVICE—FIREPROOF STORAGE
Household Goods and Automobiles Moved, Packed, Shipped and
Stored. Safes, Boilers, Machinery and Smokestacks Moved.
100% SERVICE
Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

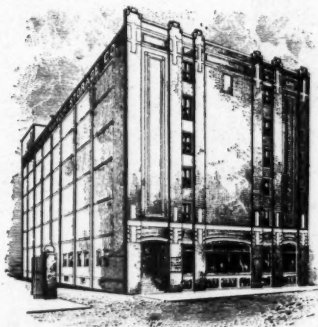
STORAGE OF MERCHANDISE
Special Attention to Pool Car Distribution

YOUNGSTOWN, OHIO

Local and Long Distance Hauling
Manufacturers' Distributors Carload Distribution

YOUNGSTOWN, O.

The
Fisher-Gilder Cartage & Storage Co.
Fireproof Storage, Moving, Packing and Shipping

**Expert Handlers of Household Goods**

Manufacturers' Merchandise Distributors.

Private Siding B. & O. R. R.

MOTOR TRUCK SERVICE

90,000 cubic feet of Fireproof Warehouse Space.

Members: American, New York, and Illinois Warehousemen's Associations.

574-576-578-580 MAHONING ST.
YOUNGSTOWN, OHIO

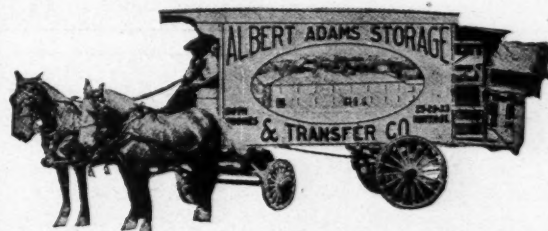
The Men Who Distribute
United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ZANESVILLE, OHIO

**ALBERT ADAMS
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space

OKLAHOMA CITY, OKLA.

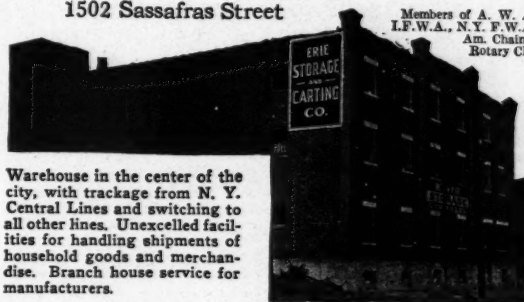
Fireproof
Warehouses for
Household
Goods and
Merchandise.Members of I. F. W. A.,
New York, American
Chain, Central, South-
ern, Pacific Coast
Warehousemen's Asso-
ciation.**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

ERIE, PA.

**ERIE
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y. F.W.A.,
Am. Chain &
Rotary ClubWarehouse in the center of the
city, with trackage from N. Y.
Central Lines and switching to
all other lines. Unexcelled facil-
ities for handling shipments of
household goods and merchan-
dise. Branch house service for
manufacturers.

HARRISBURG, PA.

Pool CarsReceived-Checked-Distributed
and

Forwarded in Less Than Car Lots

Penna. RR Harrisburg Storage Co.
Sidings Harrisburg, Pa.

HARRISBURG, PA.

MONTGOMERY & CO.**STORAGE WAREHOUSES**

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

KEYSTONE STORAGE COMPANY**STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

OIL CITY, PA.

CARNAHAN**TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing

Fireproof Warehouse

PHILADELPHIA, PA.

We Stand for a Square Deal

International Warehousing Co.**General Storage**

Delaware Ave., Queen and Swanson St.

Forwarding & Distributing

P. R. R. Siding

PHILADELPHIA, PA.

OUR HOBBYis the distribution of goods for
National Merchandisers

North Philadelphia Storage Co., Inc.

SHIBE BALL PARK

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses***Miller North Broad Storage Co.**

2709-2721 North Broad Street

PHILADELPHIA, PA.

PENN**STORAGE & VAN COMPANY**

2136 MARKET STREET

"Let Wightman do it"

PHILADELPHIA, PA.

**Philadelphia
LOCAL EXPRESS**

1004 1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

Consign Your Philadelphia Shipments to
The Safety Storage Van and Packing Co.

Established 1884

3712-3714 Market Street

Motor Truck Moving—Storage—Domestic and
Foreign Packing

PHILADELPHIA, PA.



TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Columbia Ave. Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars**

Large Organization. Competent Office Warehouse Staff
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: Correspondence solicited

Address
Office—5th and Byron Streets
CAMDEN, N. J.

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

PHILADELPHIA, PA.

20th CENTURY



The location of the 20th Century Storage Ware-
house Co. surpasses all other warehouses in
Philadelphia. It is absolutely in the center of
the city.

Thirty-two squares east flows the Delaware
River. Thirty odd squares west marks the
western limits, while Market Street is the axis
which divides North and South Philadelphia.

20th CENTURY STORAGE WAREHOUSE CO.

3120-22-24-26-28-30 Market St.
Philadelphia, Pa.

PITTSBURGH, PA.



Fireproof
I will grow four
more stories



Garage & Stables

BLANCK'S Transfer & Storage Co.

Moving, Packing and Storage
MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof

6344

Penn

Ave.

E E



Fireproof

PITTSBURGH, PA.

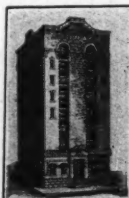
HASLEY BROTHERS TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.



THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.



Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HOEVELER WAREHOUSE COMPANY

MOVERS AND STORERS

750 MILLVALE AVENUE

PITTSBURGH, PA.

Interstate Trucking Company

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks
GENERAL HAULING ON HOURLY OR TONNAGE BASIS
Carload Freight and Long Distance Hauling

Experienced Men—Good Equipment Call on Us—Save Time and Money

Trucking Agents for
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

Oakland Ex. & Transfer Co.

Packers, Storers and Shippers of

HOUSEHOLD GOODS

229 ATWOOD STREET

PITTSBURGH, PA.

J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE
Separate Rooms

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while
to earn their reciprocity.

PITTSBURGH, PA.

Pennsylvania Transfer & Storage Co.

JAMES SIMPSON, President
EDWARD C. LITTLE, General Manager

Receiving and Warehousing of General Merchandise in Carloads or Less than Carloads.

POOL CARS DISTRIBUTED AND RESHIPPED

Special Facilities for Handling and Storing Liquors and Barreled Goods.

Merchandise Stocks Carried and Records Kept for Out-of-Town Concerns.

Rates and Quotations Promptly
Furnished.

PENNSYLVANIA RAILROAD SIDING

Warehouse No. 1—Twenty-fifth St. and
A. V. R. R.

TRUCK DELIVERY ONLY

Warehouse No. 2—1629 Liberty St.
General Offices: Twenty-fifth St. and
A. V. R. R., Pittsburgh, Pa.

PITTSBURGH, PA.

WEBER EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4 6 2 0 HENRY STREET

SCRANTON, PA.



SCRANTON, PA.

WILKES-BARRE, PA.

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

The Quackenbush Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing
Carting, Shipping. R.R. Siding. Manufacturers
Distributors

Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

PITTSBURGH, PA.

Building 100 x 125—8 Stories Front
9 Stories Rear—Garage in Basement—Just Completed



Shanahan Transfer & Storage Company

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks.

Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865.

Over 50 Years

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND

Allen Avenue, foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

Wm. M. Harris, Jr.,
Treasurer and
General Manager.
W. P. MacDonald,
Superintendent.

**Several Acres of Yard Storage—Sidetrack Capacity 75 Cars—
Also the most modern Storage Warehouse in New England.**

Lowest Insurance Rates	Shipping Directions:	Good Depth of Water
Direct Track Connection	South Providence	Weighing, Sampling and Shipping
N. Y., N. H. & H. R. R.	Rhode Island	by Experts permanently employed.

Our Location centre of the Manufacturing Industries of New England

Deliveries either by Rail or Motor Trucks from our location to most any point in New England.



CHATTANOOGA, TENN.

THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
HOUSEHOLD GOODS AND MERCHANDISE
Modern Fireproof Building
Private Siding With All Rail Connections.

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

DALLAS, TEXAS

CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

The Inter-State Forwarding Co.

Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.
on T. & P. R. R. Capacity Unloading 12
Cars Per Day.

Maintains an organization for service in all branches of
Warehousing and Distribution

W. I. FORD and R. E. EAGON
Associate Managers

EL PASO, TEXAS

International Warehouse Company, Inc.

LOCATED AT

El Paso, Texas, the most important gateway to Old Mexico, and the distributing point for the Great Southwest, including Arizona, New Mexico, and the Empire of West Texas.

Fireproof buildings served, directly at the door, by two trunk lines of railway, T. & P. and E. P. & S. W. or Rock Island—short and quick switching facilities with five other railroad lines in the city.

We can store anything from a locomotive to a diamond ring—fireproof vault for valuables—a general storage, forwarding and distribution business—safe storage, low insurance, bonded, reliable, with equipment for real service.

60,000 sq. ft. absolutely fireproof construction. 150,000 sq. ft. semi-fireproof construction.

\$200,000 capital stock, fully paid.

Pool car specialist.
Branch House service for Manufacturers. 15 years' experience. We furnish office space for your representative.

We will store, sell and furnish you accounts and reports.

We can put you in touch with Mexican buyers.

Let us handle your business, make shipments, collect your drafts, give you reliable credit reports, lease you space for factory and market your output.

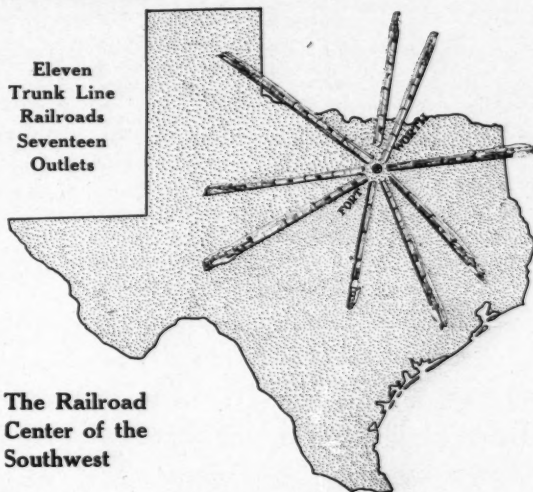
If there is any special services desired we can furnish that too.

Write for particulars.

R. H. OLIVER, MANAGER

FORT WORTH, TEX.

Eleven
Trunk Line
Railroads
Seventeen
Outlets



The Railroad
Center of the
Southwest

Write For Our Booklet

We have prepared a booklet concerning Fort Worth, North and West, Texas and the Binyon-O'Keefe service.

A copy will be mailed to you on request.

BINYON-O'KEEFE Fire Proof Storage Co.

Members American Warehousemen's Association and National Household Furniture Warehousemen's Association.

EL PASO, TEXAS

WESTERN TRANSFER & STORAGE COMPANY

1125-31 TEXAS STREET

ONLY FIREPROOF STORAGE IN EL PASO

Forwarders and Distributors—Trucking of all kinds—Distribution
Cars a specialty—Warehouse on Track

Pick Your Consignee

from

the companies listed in this section—They are the "live wires" of the field and will handle your shipments promptly and efficiently

FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.

INCORPORATED

Merchandise Distribution, General Storage
Manufacturers' Representative

PRIVATE SIDING WITH ALL RAIL
CONNECTIONS

Fort Worth with its seventeen railways is the logical
distributing center for Texas and the Southwest.

Absolutely Fireproof Warehouses

SAN ANTONIO, TEX.

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

WACO, TEXAS**MASON
TRANSFER & STORAGE COMPANY**

217-219 JACKSON STREET

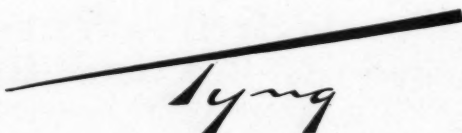
Merchandise Storage, Forwarders & Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

WACO, TEXAS**Weathered Transfer and Storage Co., Inc**

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

SALT LAKE CITY, UTAH**SALT LAKE CITY IS A
NATURAL DISTRIBUTING CENTER**We Make a Specialty
of Carload Distribution

Warehouse and Storage Company

**MERCHANDISE WAREHOUSING AND
DISTRIBUTION
COLD STORAGE**

Served by all railroads

Salt Lake City, Utah

142,000 Square Feet of Floor Space

**PETERSBURG, VA.
HOPEWELL, VA.**

Distributing and Forwarding

POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

CHARLESTON, WEST VA.**Mathews Storage & Transfer Co.**Warehousing—Distributing—Forwarding—Transfer
Merchandise—Automobiles—Household Goods
Brick and Concrete Warehouses—Private Ry. Siding.Members: { American Warehousemen's Ass'n
American Chain Warehouse
Motor Truck and Team Service.**ABERDEEN, WASH.****A. A. STAR TRANSFER CO.**

401-403 SOUTH F STREET

ABERDEEN

WASHINGTON

**WE DO EVERYTHING IN THE
LINE OF MOVING**

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

SEATTLE, WASH.**Duggan Transfer
Company**

SEATTLE TACOMA

Pool Car Distributors
Fire Proof Warehouse**SEATTLE, WASH.****United Warehouse Company
SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

SPOKANE, WASH.

McAllister Warehouse Company

W. E. Burke, Manager

Warehouse No. 1
Commercial
50,000 Feet

Members
Am. Warehousemen's Assn.
Central Warehousemen's Club

Warehouse No. 2
Cold Storage
30,000 Feet

Mr. TRAFFIC MAN and DISTRIBUTOR

WAKE UP to the advantages of SPOKANE as a distributing point for your product, no matter what it is.

SPOKANE is the HUB of a territory 200 miles each way which contains 800,000 people.

FIVE Transcontinental and SEVEN Local Railway Lines serve this section. AGRICULTURE, LUMBERING and MINING provide a steady flow of business which shows a large increase each year.

YOU HAVE the goods to sell—WE HAVE all the facilities for their distribution.

TRAFFIC MANAGERS will find us ready to co-operate with them and to conform to their methods.

OUR WAREHOUSES, on our private switches, OWNED—not leased.

SEATTLE SERVICE ALSO through connections at that point.

TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

YAKIMA, WASH.

MILLER & LENINGTON

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

TRANSFER—STORAGE—WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street

Sidney Hotel Bldg.

'Phone 571

TACOMA, WASH.

PACIFIC STORAGE and TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER & STORAGE CO.

Office and general storage warehouse No. 25 North Front directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square feet of floor space devoted exclusively to the storage of merchandise. Every facility for clean, economical, storage and handling of commercial accounts.

Auto trucks and teams.



Is Your Motor Truck Investment Adequately Insured?

Progressive business men and concerns insure their motor equipment. No doubt you do, too. But in placing this insurance have you considered these vital factors:

- 1—Are you **adequately** insured both as to amount and coverage?
- 2—Does the company in which you are insured have sufficient financial strength?
- 3—Has it a reputation for liberal and prompt settlements?
- 4—Has it facilities for quickly repairing your trucks in case of damage?

Insist on a North America Policy

It costs no more than ordinary insurance and guarantees maximum safety with the broadest possible protection.

A North America automobile policy covers Fire, Theft, Collision and Property Damage. Its thousands of agencies throughout the United States assure speedy settlement of all claims and prompt repairing of damaged trucks.

Any agent or broker can get you a North America policy

Insurance Company of North America Philadelphia

Capital \$5,000,000

Writers of Fire, Marine, Baggage, Parcel Post, etc.

Founded 1792

Fill out and mail this coupon and we will send you data



INSURANCE COMPANY OF NORTH AMERICA
232 Walnut St., Philadelphia

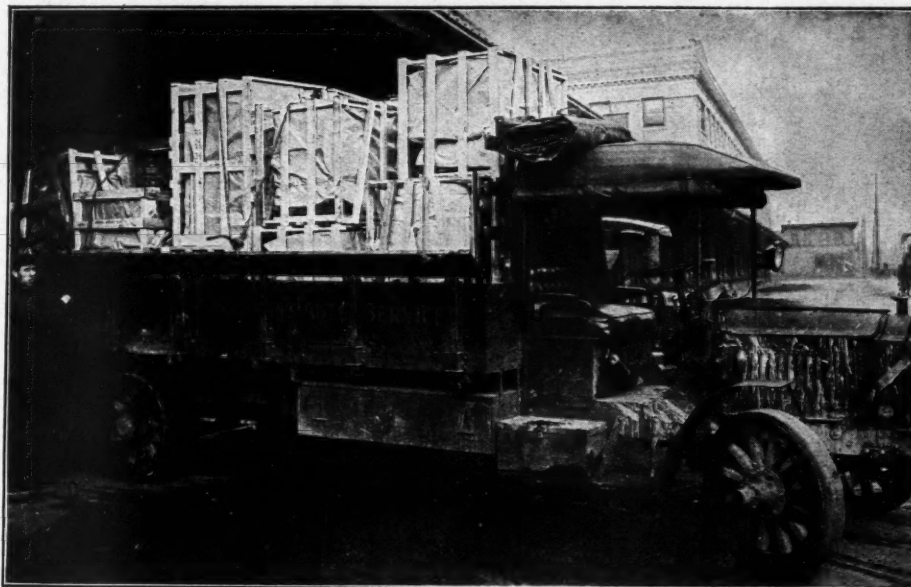
Without obligating me in any way, send me full information as to automobile insurance covering the hazards I have checked off.

Name

Address

Number of Trucks

- | | |
|--------------------------|------------------------|
| <input type="checkbox"/> | Fire |
| <input type="checkbox"/> | Theft |
| <input type="checkbox"/> | Collision |
| <input type="checkbox"/> | Property Damage |



Tying down an awkward load of crates. The widespread preference for Packards by men in the Trucking and Hauling business, is an indication of their dependability, long life, and saving in operating costs

How Does Transportation Authority Benefit the Truck Owner

TODAY the truck owner has a choice of two methods when selecting his trucking equipment.

Either he can buy his truck by "rule of thumb," trusting to luck that it will meet his requirements—or he can go to transportation experts who will select the right truck for his individual job.

The Packard engineers represent transportation authority. An authority backed by years of trucking experience, and over 9,000 monthly operating records, of trucks in all lines of business.

They can assure the truck owner not only a saving in hauling costs but a truck fitted to the actual work it has to do.

Each size of Packard Truck is designed as a unit around its engine as a basis.

Rear-end, clutch, gears—each size the proper design for its own engine.

Packard unity of design overcoming that common difficulty—an engine too big for

the rear-end; or driving mechanism too heavy for the engine.

Another reason why Packard Trucks handle loads more economically per hundred pounds of truck.

Packard engineering considers operating economy more vital than cheapening production in the factory.

Low transportation costs shown by Packard Trucks—dependable performance—long life—all matters of record.

These records and the Packard's 44 definite factors of superiority (details available at local Packard headquarters) will keenly interest the truck owner.

They will give him a positive idea of how Packard's transportation experts have helped men in all lines of business increase their profits by reducing their trucking costs.

We have prepared an interesting booklet on motor hauling of coal. Sent on request by nearest Packard Distributor.

"Ask the Man Who Owns One"

PACKARD MOTOR CAR COMPANY, Detroit



General Motors Trucks

Wandell & Lowe, Colorado Springs, have used GMC Trucks since 1918 and now have four in service. The fifth, a 2-ton model, has been ordered.

A $\frac{3}{4}$ to 1-ton truck, equipped with pneumatic tires, is used for piano moving and light hauling; a 2-ton model equipped with omnibus body having a capacity of 16 passengers is used in hauling tourists between depots and hotels; a 1-ton, with platform body, hauls baggage, and a 2-ton model fitted with stake body is used in hauling household goods and freight.

GMC Trucks readily prove their worth in the transfer and storage business.

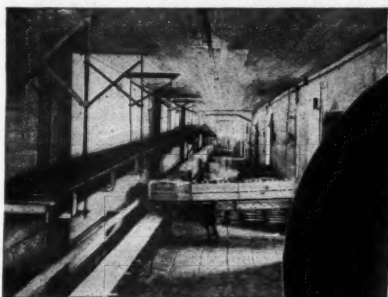
GENERAL MOTORS TRUCK COMPANY

One of the Units of the General Motors Corporation

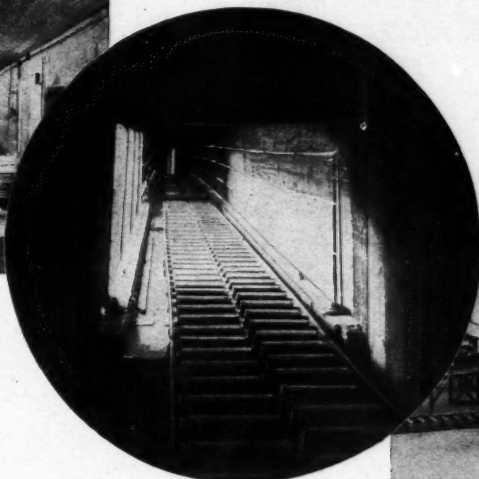
PONTIAC, MICH., U. S. A.

(702)

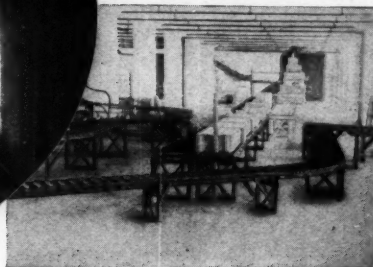




Boxes, buckets, barrels, bags: cases, cartons, cans or crates—the Mathews handles them all, more rapidly, more economically, more systematically than by any human lug-and-carry method.



Gravity roller conveyers, automatic elevators, gravity roller spirals, gravity spiral chutes are included in the Mathews Conveyor line. Let one of our sales engineers suggest the kind of installation best suited to your equipment and needs.



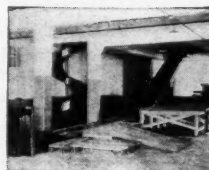
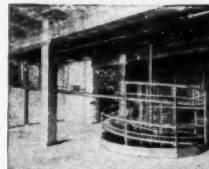
LUGGING, CARRYING AND wheeling are the drudge jobs in every industry. The labor they employ produces nothing. It can't be other than indifferent, inefficient, costly. For the monotonous grind leads nowhere—it destroys initiative, develops no skill, promises no advancement, holds no hope.

Warehousing and transportation are more largely handicapped with this sort of labor than any other industry. Which makes their need for expense-reducing substitutes correspondingly greater.

Mathews Gravity ball-bearing Roller Conveyers point the way. They have records of cutting handling expense as much as seventy-five per cent. Fifty per cent is a fair average. You can easily figure the saving in your own establishment—and when you've done that you'll quickly forget the cost of a Mathews system.

The Mathews enables quicker and more economical loading and unloading of cars and motor trucks; keeps goods moving through the plant—floor to floor, warerooms to shipping platform, etc.; saves floor space, prevents congestion. The way it cuts down time and labor wastage by keeping hands busy is a liberal education to any industrial head.

The operating force—*free gravity!* Thus the Mathews saves fuel as well as time and labor. (Occasionally a handling route may require a lift or two, in which case there's a Mathews Automatic Elevator to fit the need.) Could any industrial story be more interesting or timely than this? Write for the new Mathews catalog showing the great range of uses and installations (permanent and portable) of Mathews Conveyor systems.



MATHEWS GRAVITY CARRIER COMPANY

134 Tenth St., Ellwood City, Pa.

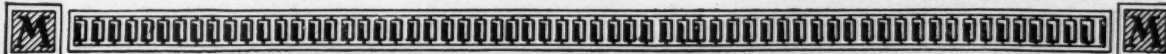
Branch Factories:

Port Hope, Ontario

London, England

Member of Material Handling Machinery Manufacturers Association

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER



DUPLEX TRUCKS

BUILT FOR BUSINESS

*A*N actual photograph of a Duplex Limited being lifted clear of the ground by a cable around the windshield frame.

This wonderful strength in the cowl, while perhaps startling, is still only typical of the extra strong, rigid construction of the Duplex Limited in every detail and in every part.

It is this great Duplex strength and honesty of mechanical construction that makes the Duplex Limited a truck that a business man can buy and use on a practical business basis.

The Duplex Limited

Speed and Power to Spare—3000 to 5000 Pounds at 5 to 25 Miles an Hour on High and the Motor Turning Over Only 1300 R. P. M.

* * * *

Free from Vibration—Scientifically Balanced—Electrically Equipped—Pneumatic Tired—Here is a Truck a Business Man Can Buy and Use on a Business Basis

SPEED and staying power are the big needs of the hour in trucks—and here is exactly the right truck for general business use because it is scientifically built for just exactly that kind of work.

Its balance is so perfect that one man can move it over the floor.

Its motor is so large and so powerful that no special gear reductions were necessary. The motor turns over only 1300 R. P. M. to develop rated speed with full load.

It hauls 3000 to 5000 pounds of any kind of freight.

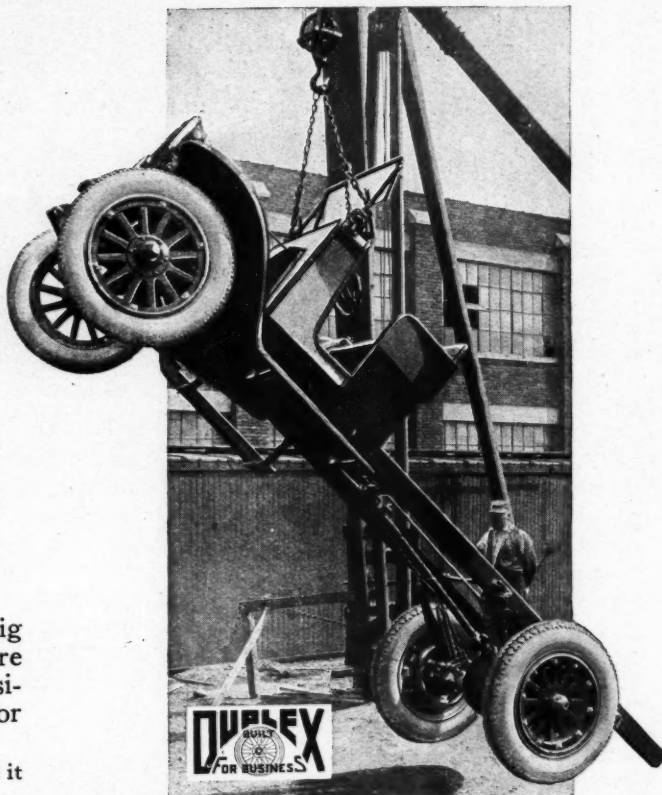
It holds the road in a way you never dreamed possible in a truck. You can ride in it comfortably or drive it easily and without strain at full speed.

Its engine is properly and amply cooled—carries $2\frac{1}{2}$ gallons of water and the water jackets are designed to properly cool valve seats where heat is greatest. Motor meter is seated in radiator shell and cannot be removed.

Complete electric equipment—that means starter too—so your driver won't mind shutting off the motor while truck is standing.

Easiest motor to take down you ever saw in a truck.

Large hand holes give easy access to valve chambers and man size bolts make handling easy.



Lubricating oil is strained twice in its circuit. Scientific hot spot breaks up wet drops into dry gas and makes even the present day gasoline develop full power.

Radiator mounted on patented spring suspension which prevents damage to core and eliminates the great source of leakage.

Standard tread—goes anywhere a passenger car can go and just as fast.

See it for yourself. It is a big, strong, rugged truck—will give you better service than you have ever known.

Any demonstration you want—it's a business truck and will do its work on a business basis. See your Duplex dealer—do it now—he will make the Limited prove itself to you as it is proving itself daily in the hands of users.

"Duplex Doings"—the Truck Users' Magazine, sent free to any truck user. Tear off a corner of this page, sign your name and we will put you on the regular list.

Duplex Truck Company

Lansing • Michigan

One of the Oldest and Most Successful Truck Companies in America

Ask your architect!

Let Him Be Your Guide

YOUR architect is the man to go to—to find the answer to your elevator door requirements. His point of view is thoroughly practical because it is based on his observation of elevator door problems and their solution. Ask him about PEELE Doors.

PEELE Doors are designed to meet all elevator door needs. PEELE Doors outlast other doors, because of their sturdy, counterbalanced construction and their ease of operation, either manually or electrically.

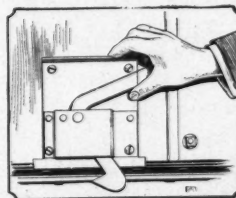
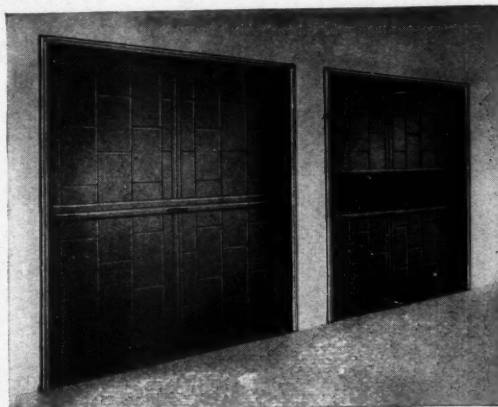
Smooth passage of trucks into or out of elevator is assured by the truckable feature, and you will appreciate the amount of floor space saved because they are vertically operated.

Let your architect show you the shortest route to elevator door efficiency via PEELE Counterbalanced Truckable Freight Elevator Doors.

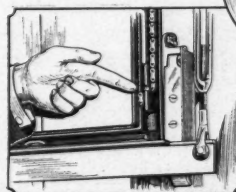
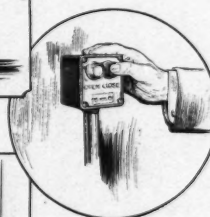
PEELLE

COUNTERBALANCED - TRUCKABLE

Freight ELEVATOR DOORS

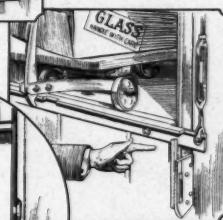
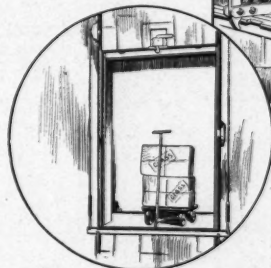


Easily Operated by
Hand or Electricity



Counterbalanced,
Durable
Construction

Vertical Operation
Permits Full Clearance



The Exclusive
Truckable Feature
Permits Smooth
Tracking Passage

Your copy of our new catalog is ready. Write for it today. The best is most imitated. Avoid imitations termed "Peelle Type," "Peelle Style," etc.

THE PEELE COMPANY

Stewart Avenue and Harrison Place
Chicago, Philadelphia, Boston, Cleveland.

: : : Brooklyn, New York
Canada: Toronto, Montreal, Winnipeg

Put your Elevator Door Problems up to Peelle



Distribution

Without adequate distribution, production is of no avail, and the nation, economically, will starve. The experience gained during the past year convinced every manufacturer that the railroads are unable to handle the short haul. The motor truck is the only solution of our ever increasing transportation problem.

Economy of operation, reliability, durability and serviceability are characteristic of *Standard* motor trucks. Only units having a world-wide acceptance as leaders in their respective fields, enter into the construction of *Standard* trucks.

These units are Continental motors, Timken axles and bearings, Brown-Lipe transmissions, clutches and controls, Perfection springs, R ss and Gemmer steering gears, Spicer universal joints, Stromberg carburetors, Monarch governors, Long radiators and Eisemann magnetos.

Standard service is three-fold; first, the service obtainable from

Standard dealers and distributors; second, the service from the unit manufacturers and third, the service from the service organizations familiar with these units everywhere.

The *Standard* complete line of quality motor trucks permit the selection of a model best suited for your distribution problem. There is a *Standard* dealer in your territory, who is familiar with local conditions and is qualified to recommend the correct size *Standard* for your particular haulage condition.

Literature and complete information furnished upon request

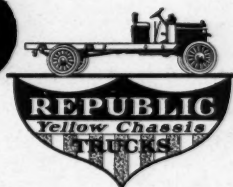
Capacities 1 to 5 Tons

STANDARD MOTOR TRUCK COMPANY, DETROIT, MICH.

Standard MOTOR
 TRUCKS
 Registered MADE IN DETROIT USA

All the name implies

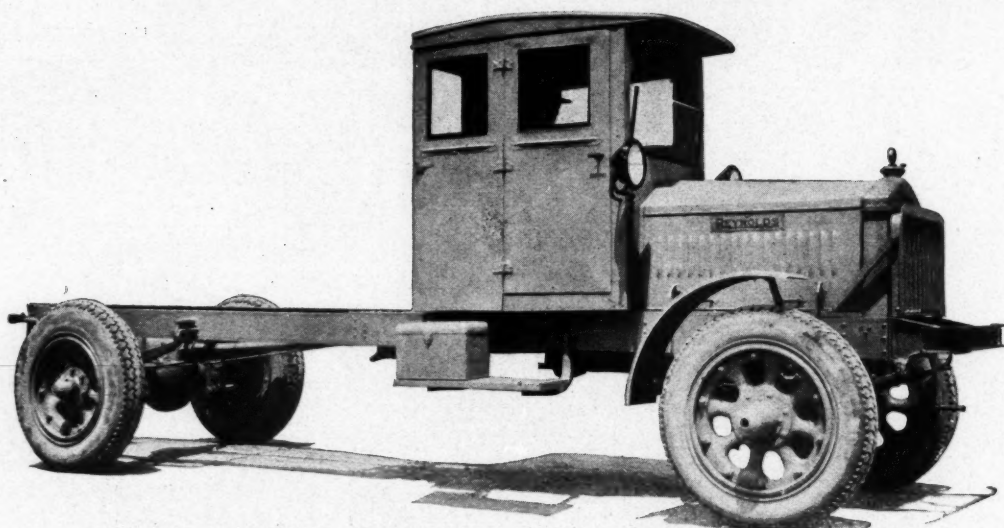
REPUBLIC TRUCKS



Republic owners have distinct advantages in performance and service. The first is assured by dependable, standardized construction. The second is made positive by the maintenance of two thousand fully equipped Service Stations and seven National Parts Depots. Superior performance and superior service, combined, give Republic Trucks undisputed leadership throughout the world.

Republic Truck Sales Corporation, 948 Michigan Ave., Alma, Mich.

REYNOLDS



(Illustration shows complete standard equipment)

MOTOR truck chassis are made in capacities of from 1½ to 5 tons in both pneumatic and solid tired models.

They are the Highest Quality trucks built in America.

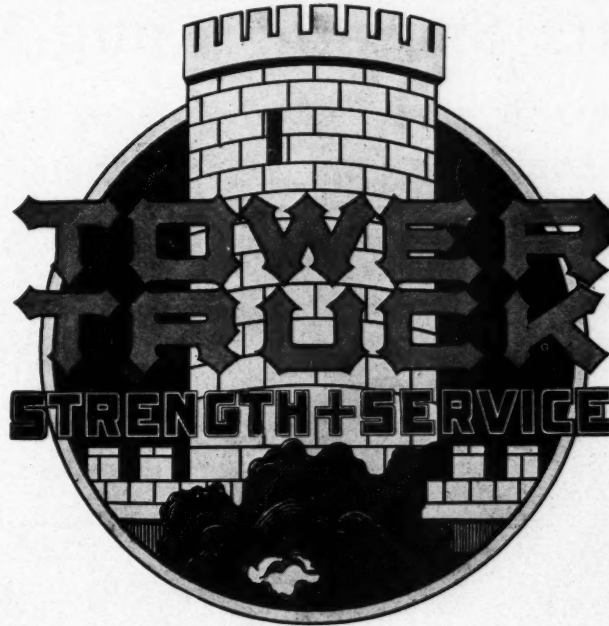
They are the Only Chassis Completely Equipped as a Standard.

They are designed, built and sold by an organization of men who are Pioneers in the Motor Truck industry.

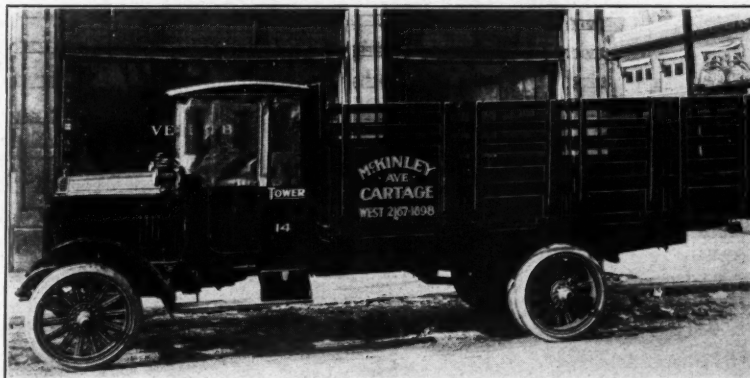
They are proving themselves the most satisfactory truck in the long run. They are the machines for you to investigate.

Reynolds Motor Truck Company

Mt. Clemens, Mich.



"The Freight Car of the Highways"



Built in 1½, 2½, 3½ and 5 Ton Models

CARTAGE men well know how to appraise motor trucking service. This is why some enterprising men in the cartage business have recently changed and are now selling Tower Motor Trucks.

Repeat orders, in themselves, which have made the Tower famous, make their distributing franchise invaluable.

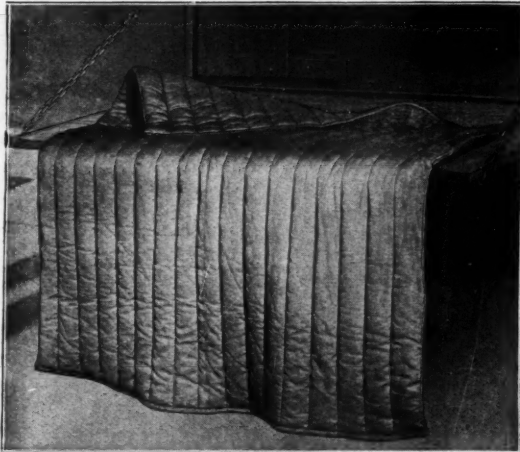
Write or wire today for complete details, including catalog. Your territory may still be open, offering substantial dealer profits.

Direct Factory Branches:
Minneapolis—Chicago—Indianapolis—Detroit

Tower Motor Truck Company
Greenville Michigan

MAISH QUALITY WAGON PADS Are Soft, Smooth, Long-Wearing

Your delivery worries are over when you put them on your trucks or wagons.



Khaki Brown

There is no danger of marring your goods if you take the precaution of protecting them with the dependable Maish pads. There can be no breakage, no scratching, no rubbing.

We use an extra heavy grade of khaki brown covering in making Maish Quality Wagon Pads. Filling is an extra thick one-piece layer of cotton (no shoddy). Heavy carpet thread is used in quilting in close rows of stitching and edges are bound by our own special process. All seams are protected and ripping eliminated.

Immediate delivery. Shipped on a guarantee that permits you to return them at our expense if you are not satisfied.

MADE IN THREE STANDARD SIZES

No. 10 (Small Size) Cut Size of Cloth 36x72
No. 20 (Medium Size) Cut Size of Cloth 54x72
No. 30 (Large Size) Cut Size of Cloth 72x80

Prices quoted on application.

The Chas. A. Maish Co.

Makers of the world-famous Maish Comforts.

1129 Bank Street

Cincinnati, O.

If It's
Made
of
Canvas
We
Make
It

Quality and Service
is Our Slogan



Write
for
Stock
List
and
Catalog

Waterproof Storm Covers for Auto Trucks, Wagons and Horses, Tarpaulins, Dust Covers, Piano Covers, Victrola Covers, Tents, Horse Feed Bags, Radiator and Hood Covers, Furniture Loading Pads, Van Liner Pads, Canvas Pads and Bags of every description.

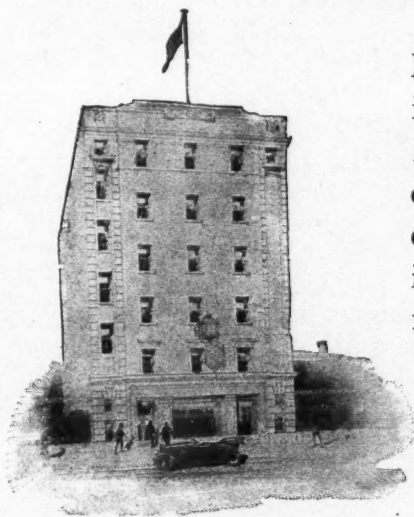
Large Stock--Prompt Deliveries

RICHARDS MFG. CORPORATION,

Philadelphia, Pa.

MAIN OFFICE AND FACTORY: 948-952 NORTH 8th STREET

The New Hebard Fire Proof Warehouse



New Hebard Fireproof Warehouse at
6331-33 Broadway, Chicago
Geo. S. Kingsley, Architect

Now completed, was built in record time, considering present conditions. Contracts were let on Sept. 10, 1919, and the first lot of furniture was received on April 27th, 1920, the freight elevator being in operation on this date. The unfinished miscellaneous items were finally completed by July 1st in readiness for inspection of visiting warehousemen attending the Mackinac Island Convention. The building is now about 1/3 occupied and enjoys the distinction of having the lowest insurance rate of any furniture warehouse in the City of Chicago.

GEO. S. KINGSLEY, Architect

109 N. Dearborn St.

Chicago

MEAD-MORRISON SERVICE

LIFTS THE LOAD OF INDUSTRY



The Mead-Morrison Motor Winch is designed for use along unrestricted lines. A great deal of its value lies in its adaptability.

Whether your problem is moving heavy machinery, steel for building purposes, or handling cable the Motor Winch will do your work quickly and efficiently. And it will be equally adaptable for other and varied uses.

No problem is too intricate for our efficient combination of utility and service. Mead-Morrison Engineers see to it that the purchaser gets not only the proper equipment, but that each piece is utilized to assure maximum usefulness.

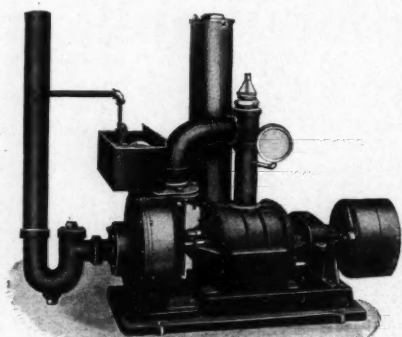
TRUCK WINCH DISTRIBUTORS

Auto Truck Equipment Co.	Pittsburgh, Pa.
Edward R. Bacon	San Francisco, Cal.
Horizontal Hoist Co.	Chicago, Ill.
Hummel Mfg. Co.	St. Louis, Mo.
Interboro Hoist & Body Co.	Brooklyn, N. Y.
Kunkel Wagon Co.	Baltimore, Md.
Mansfield Steel Corp.	Detroit, Mich.
Motor Truck Equipment Co.	Philadelphia, Pa.
William Ogden	Indianapolis, Ind.
Springfield Commercial Body Co.	Springfield, Mass.
The Truck Engineering Co.	Cleveland, Ohio

**MEAD-MORRISON
MANUFACTURING COMPANY**

927 Prescott St.

East Boston, Mass.



Coin Your Waste—

Put that empty corner to work adding dollars to your bank account.

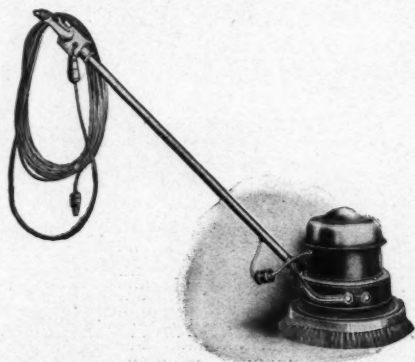
You, as a furniture warehouseman, can clean carpets profitably. It is just as easy to haul and store a clean rug as a dirty one and it pays much better.

Connersville equipment will enable you to clean rugs by the popular vacuum shampoo process. It gets all the dirt and restores colors to their original brilliancy.

Full information on rug cleaning sent free.

LANDERS, FRARY & CLARK

United Vacuum Appliance Div.—Dept. I.
CONNERSVILLE INDIANA



CONNERSVILLE
SCRUBBING MACHINES
VACUUM CLEANERS

EXCELSIOR PACKING PADS ARE LIKE INSURANCE

YOU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

H. W. SELLE & CO.

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

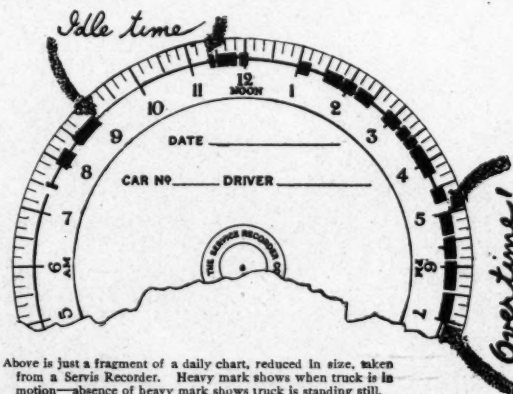
Overtime!

is it a *habit* with your truck?

One thing is certain—if your truck wastes an hour *during* the day, it will have to take an hour *after* closing time to get a day's work done. And that is what is happening with thousands of motor trucks.

If your truck is busy during the day and still has to work overtime, then pay your overtime cheerfully, and *on the basis of the chart from the Servis Recorder.*

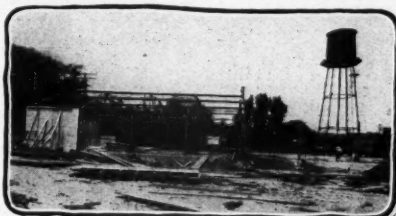
Don't have any more arguments about overtime. And don't have your trucks working after hours when they could finish everything *during* hours. The Servis Recorder will tell you on its chart the whole situation at a glance.



Above is just a fragment of a daily chart, reduced in size, taken from a Servis Recorder. Heavy mark shows when truck is in motion—absence of heavy mark shows truck is standing still.

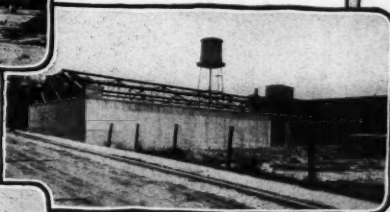
Write for Booklet

The Service Recorder Co., Cleveland, Ohio

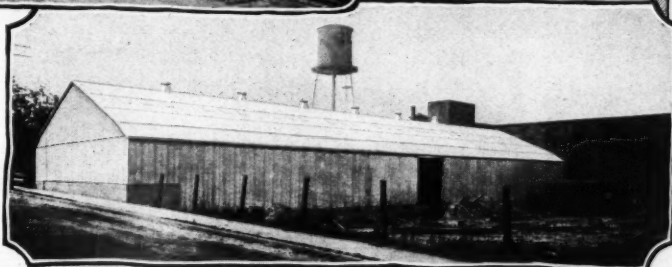
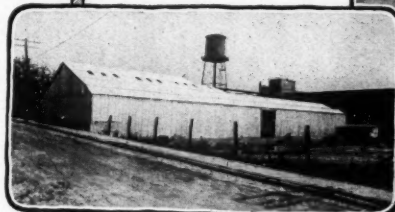


Quick erection-

by unskilled labor-



lowers your
building costs.



Quick erection with a minimum of unskilled labor reduces your building costs.

Blaw-Knox Prudential Steel Buildings are the solution to your building problems—all-steel, fireproof and weatherproof buildings of durable construction designed to meet every building need.

Made in all widths from 8 to 50 feet and in any length, Blaw-Knox Prudential Steel Buildings are a profitable investment for you.

Ask about them—write for our new catalogue.

BLAW-KNOX
COMPANY
PITTSBURGH, PA. NEW YORK BOSTON CHICAGO
Farmers Bank Bldg. DETROIT-SAN FRANCISCO

631

SCRATCHES VANISH INSTANTLY

PENCIL any scratch with the **MAGIC SCRATCH REMOVER** and it will disappear instantly. You are not asked to believe until you see. That's why we make you this

FREE TRIAL OFFER

Ask us to send you a half dozen **MAGIC SCRATCH REMOVERS** strictly on approval. Give one to each of your packers and van men. Try them out on all manner of marks and scratches. Convince yourself that they work equally on oak, mahogany, walnut or any other wood.

After ten days trial if you are not more than pleased with the results accomplished, if the **MAGIC SCRATCH REMOVER** is not up to your expectations in every way, return the shipment at our expense and the trial will not cost you a penny.

Fill in and mail the attached coupon. It puts you under no obligation to keep and pay for the Magic Scratch Remover unless you wish to do so.

M. L.
Campbell Co.
Kansas City,
Mo.

Gentlemen—
Send us postpaid
a half dozen **MAGIC
SCRATCH REMOV-
ERS**. We will either
Remit \$2.60 or return
the goods within ten days.

Firm
City

The M. L. Campbell Company

708 E. 19th St.

KANSAS CITY, MO.





The Jaqua-Detroit Phonograph Cover

made by

Detroit Canvas Manufacturing Company

This Jaqua-Detroit phonograph cover, made in two sizes, No. 1 small, No. 2 large, is a heavy brown canvas cover, padded, quilted and heavily fleece lined. It has shoulder straps and under straps so one man can easily carry the machine when covered. There is a special flap at the top, with a grommet, for shipping tag.

Other Jaqua-Detroit products include:

- Water proof storm covers for horses and wagons,
- Auto truck radiator and hood covers,
- Fleece lined piano covers,
- Table top pads,
- Furniture and van pads.

The Jaqua-Detroit furniture pad is a particularly economical buy at the present quotation, \$34 a dozen. Of heavy cream color drilling, sewed in squares from the center. These 60" x 72" pads will give long service and ample protection—a good buy at any time, a better buy **now** at this price.

Practical ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money-saving ideas and practical utility built into Jaqua-Detroit goods.

Detroit Canvas Mfg. Company

245-247 Larned St., East

Detroit, Mich.

JAQUA-DETROIT

P H O N O G R A P H C O V E R

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements

So We May Quote You Prices

The Cleveland-Akron Bag Co.

Cleveland, Ohio

GET OUR LIST OF USERS



Save
Time
and
Labor
Sawing
Boxing
and
Crating
Lumber

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

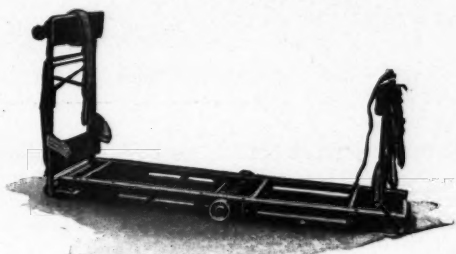
Tell us your requirements and we will submit proposals.

Reno-Kaetker Electric Co.
4600 SPRING GROVE AVE.
CINCINNATI, OHIO

YOUR COMPETITOR HAS ONE

**A TRIUMPH is your
BUCKEYE SILL PIANO TRUCK**

** says an owner of four of them*



**End Truck Covers
Straps**

**Self-Lifting Piano Truck Co.
Findlay, O.**



**A Simple Test That Shows the
Strength of Reach Furniture
Van Pads**

And strength counts when it comes to protecting furniture in transit.

Reach Pads are made to wear. Right from the extra thick layer of cotton to the covering of very heavy ticking fabric—they're made for long and hard service.

That is why we say they are the strongest furniture van pads in the world.

We use remnant lengths only of extra heavy ticking fabric, sew them together firmly and carefully, generously fill them with soft cotton batting and reinforce them along the edges with tape. They are double stitched.

Compare These Prices

Remember when you buy Reach Pads you get what you pay for. All prices quoted here are for **finished sizes**—not cut sizes where about 15% is lost in stitching.

74 x 68.....	\$4.45 each
52 x 68.....	3.35 each
36 x 68.....	2.25 each

Beware of the high cost of low prices.

Padded Phonograph Covers, \$8.75 each.

We also manufacture Canvas Padding, extra heavy, for lining the sides of auto trucks. Specify measurements desired. Write for prices now.

A. L. REACH TEXTILE CO.

19-21-23 West 18th Street, New York City



**The Block With
Safety Built Into It**

SOMETIMES your chain block, in its lifting of raw materials, parts or cases of finished product will be subjected to severe shocks or overloads.

Ordinary cast suspension members might break under the strain. But the steel suspension plates of the Yale Spur-gear Block safely carry the load.

The economy of the speedy, powerful Yale Chain Block or Electric Hoist makes it the first choice of the careful buyer.

Yale Chain Blocks are carried in stock by all representative supply houses. Our new Hoist Catalog explains the details. Write for it.

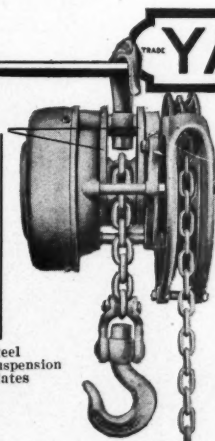
*For a Factory Locking Equipment
Use a Yale Master Key System.*

The Yale & Towne Mfg. Co.

Stamford Connecticut
Makers of the Yale Locks.

SPUR-GEARED BLOCK

Steel
Suspension
Plates



OPPORTUNITY

Transfer and Storage men are, by training and profession, transportation and haulage experts. They have the knowledge and the experience to make them the best motor truck distributors of any body of American business men. The question arises:—Have they the courage to take advantage of an opportunity to make profits from their specialized knowledge, by engaging in a line of business which is allied to their own?

Opportunity, they say, knocks but once at every man's door. Some men are alert enough to grasp the chances that Fate offers them; to develop the start they secure by being wide-awake, and the public calls them lucky.

You hear men wailing about the "time I could have had the So-and-So Agency," bewailing the fact that he does not have it now and wondering how the "lucky" holder managed to get it.

There is not so much "luck" as judgment, perseverance, and the courage to enter a field of work which promises adequate rewards for industry. An opportunity for men who are "awake" exists now.

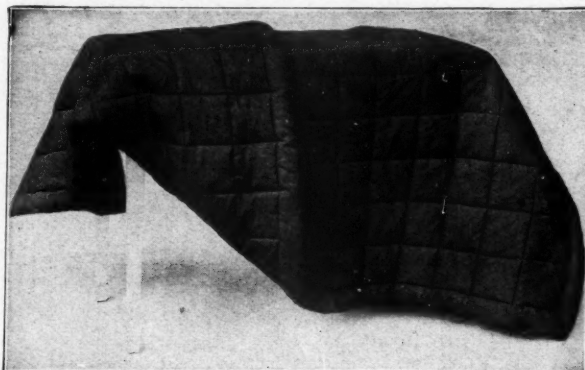
We Have Openings for a Number of Transfer and Storage Men As Our Distributors—Some Territory Open Now Which May Never Be Vacant Again—Now Is Your Time.

Address Sales Manager

J. C. WILSON COMPANY

Detroit, Mich.

Manufacturers of Wilson dependable Motor Trucks



The "Protecto" Wagon Pad

will deliver your furniture without a scratch.

Made of heavy drill denim, cotton filled.

Note that pad is **STITCHED IN SQUARE BLOCKS** preventing the cotton from bunching.

Made in three standard sizes:

No. 12 Cut size of cloth 72 x 80

No. 14 Cut size of cloth 54 x 72

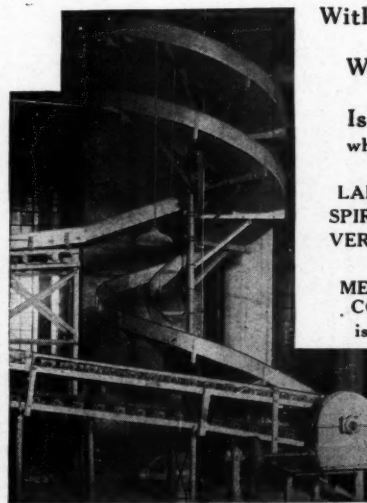
No. 16 Cut size of cloth 36 x 72

Phonograph Covers.

CHICAGO QUILT MFG. CO.

1133 Roosevelt Rd.

Chicago, Ill.



**With Help Scarce
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Wages High
NOW
Is the Time
when the need
for our
LABOR-
SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCHANDISE
CONVEYORS
is imperative**

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise storehouses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

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New York: 110 West 34th St.

Southern Office: 523 Calvert Bldg., Baltimore, Md.

Pacific Coast: 228 Pine St., San Francisco, Cal.

DRY STORAGE

COLD STORAGE

What Is a Cheap Warehouse?

A cheap warehouse is one which owing to good design and the use of proper materials makes the largest per cent of return on investment.

Good design means economical operation, low upkeep, low insurance rates, and low depreciation.

A warehouse like a motor truck must deliver the goods or it is worthless.

For Real Service Consult

M. R. CARPENTER

ARCHITECT and REFRIGERATING ENGINEER
72 W. Washington St., CHICAGO

The Gifford-Wood Conveyor Does the Work Right

If you must transfer boxes, barrels, cratts, etc., from department to department—or building to building—by all means do it right.

An equipment that cuts high labor costs—supersedes the obsolete hand-to-hand method—releases your operatives for more productive work—safely, speedily and economically carries materials whether vertically, horizontally or up an incline—such is The Gifford-Wood Conveyor—such is the Right Way.

Ask for our Elevator and Conveying Machinery Catalogue.



BARREL ELEVATOR
VISCOSITY OIL CO.
CHICAGO

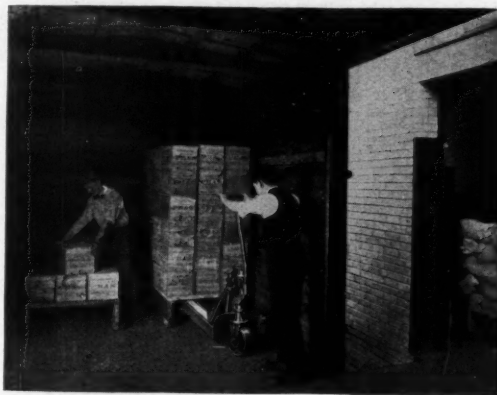


PACKAGE CONVEYOR
ROSEMARY CREAMERY CO.
ADAMS, N.Y.

Mechanical
Handling
in all lines
of
Industry

Gifford-Wood Co.

MAIN OFFICE AND WORKS
HUDSON, N. Y. NEW YORK, BUFFALO,
BOSTON, CHICAGO



Are You Passing This Up?

If you are not using Jacklifts you must be using men to handle what Jacklifts will handle at one-fourth the cost. You can't afford that.

Even if you can't use Jacklifts, perhaps, to handle everything, you can make them pay for themselves many times over in a year by using them where you can.

Here are a few who are doing so.

Security Warehouse Company, Minneapolis.
Savannah Bonded Warehouse Co., Savannah.
The Indianapolis Warehouse Co., Indianapolis.
The Tripp Warehouse Company, Indianapolis.
Lynn Storage Warehouse Company, Lynn.

Merchants Cold Storage Warehouse Co., Providence.

Great Northern Warehouse Co., Syracuse.

Quincy Cold Storage & Warehouse Company, Boston.

Don't figure out why you *can't* use Jacklifts. Let us show you how you *can*. You'll thank us later.

Lewis-Shepard Company

581 E. First Street

Boston 27, Mass.

Offices in the Principal Cities



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Economy—the order of the day in all business—has been the outstanding advantage of Garford Trucks for the past twelve years. **Low Cost Ton-Mile** is the one real basis of true haulage economy.

Garford

Lima, Ohio

Returns from an investigation among several thousand Garford owners show 97.6% are 100% satisfied.

TRUCKS

GHOSTS of OTHER DAYS



USING SPACE FROM THE CEILING DOWN

Use the wasted space near the ceiling. Put the extra men released at more profitable work. Accomplish both by installing this Portable AF Piler and Stacker, motor operated, mounted on wheels. Units for all requirements. Machines in stock. Ask to-day.

The Alvey-Ferguson Co., Inc.
Cincinnati

RECOOPERING THE SIGNODE WAY

Saves Time, Labor and Material Cost.

Over One Hundred Million Boxes, Bales and Bundles have been Strapped, Sealed and Shipped the Signode Way.

Full Information by Return Mail

SIGNODE

SYSTEM INC.

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BOSTON NEW YORK PHILADELPHIA SAN FRANCISCO
ATLANTA TORONTO

Cracked Water Jackets and Cylinders

Permanently repaired at great saving of time and expense with

Peters' Metallic Filler

A low metal compound, melting at 300°F. No risk of warping or distorting the casting.

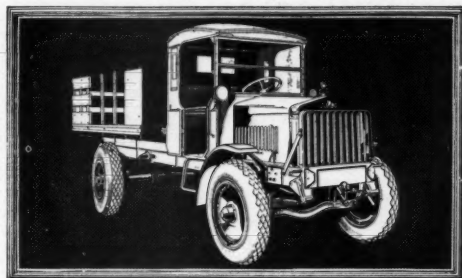
Many repairs can be made without dismantling motor.

Price \$5.50 per lb.

Write for booklet "Information for the Expert Mechanic"—sent free.



Aluminum Brazing Solder Company
Widener Building Philadelphia, Penna.



Run Your Own Railroad

The Jumbo Highway Express will make many shippers independent of rail transportation.

It carries 4000 pounds at 25 miles an hour with safety to the truck and load. Your products reach customers sooner, in better condition, and at less expense to you. The Jumbo Highway Express is **completely** equipped. All weather steel cab, heavy cushions, steel disc wheels with pneumatic tires, electric lights and starter, power tire pump are but a few items of the **standard** equipment.

If you have hauling to do, you will be interested in the booklet "The Jumbo Highway Express." Ask for it.

NELSON MOTOR TRUCK COMPANY, Saginaw, Mich.
A complete line of completely equipped trucks 1½ to 4 tons.



Save Money, Time and Labor by Using

"THE HOLYOKE" Transfer Truck

One Man and this truck performs the work of Four Men.

Various models to suit every variety of work.

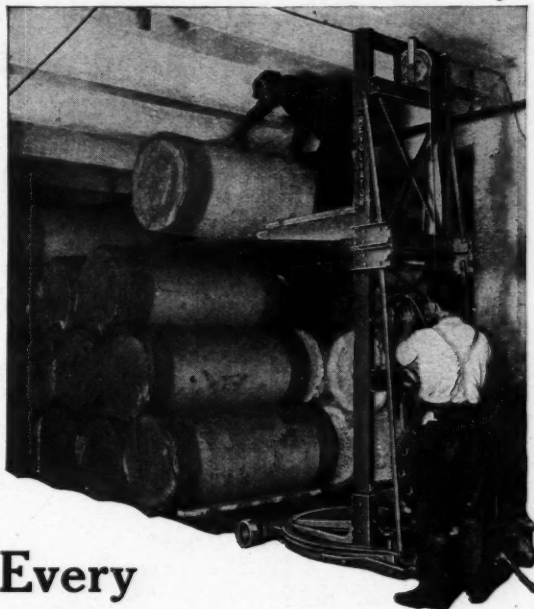
All strongly built and sold under a liberal guarantee

Write for Circular B-1

Holyoke Truck Company

Main Office and Factory
105 Race Street, HOLYOKE, MASS.

Export Department:
77 Broad Street, New York City



Every piling requirement—

is fulfilled by one of the nine standard models of the REVOLVATOR. You do not have to pile to suit the machine.

Hand, motor, and combination hand or motor types with revolvable, non-revolvable, or open end bases.

If you have barrels, bales, boxes, rolls, cases, or anything to pile, the REVOLVATOR will do the work in less time, at less cost, with a fraction of the labor otherwise required—the ceiling only limits its piling ability.

Send for Bulletin T 60

REVOLVATOR CO.

389 Garfield Ave.

Jersey City, N. J.

2024-V

REVOLVATOR

REG U.S. PAT OFF

**Renew the Power and Life of
Your Engine**
by having the

Cylinders Reground
and equipped with new
Pistons—Piston Pins—Piston Rings
by the
Butler Manufacturing Co.
1124 E. Georgia St., Indianapolis, Ind.

WAREHOUSMEN

Write us at once and we will send you samples
of the best

Furniture Pads and Covers

THAT CAN BE MADE TODAY
Shipments Given Prompt Attention.
Material and workmanship guaranteed to give perfect
satisfaction.

TOLEDO CANVAS PAD COMPANY
2014 ADAMS ST. TOLEDO, OHIO

FURNITURE PADS

*Made of Durable
Colored Canvas*

STOCK SIZES:
36" x 72" 50" x 72" 75" x 72"

*Burlap, Waterproof Tarpaulins,
Bags, Etc.*

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE., BROOKLYN, N. Y.
ESTAB. 1870. Phone: Greenpoint 4200

G. W. Jones Lumber Co.

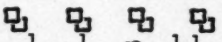

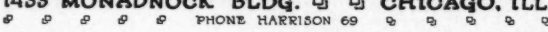
807 Lumber Exchange Building
CHICAGO

Manufacturers of
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in
Chicago as to the quality of stock we ship.

Wholesale Prices Stock Guaranteed

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T. L. CONDRON - C. L. POST - A. M. WOLF
ENGINEERS 
Designers of Industrial Buildings
Industrial - Architectural - Structural - Mechanical - Electrical
1433 MONADNOCK BLDG.  CHICAGO, ILL.
 PHONE HARRISON 69

Masco Vacuum Air Cooler Helps Keep Motors Cool

The Masco Vacuum Air Cooler keeps the radiator from
boiling—the water at a much lower temperature, so that the
motor runs 35 degrees cooler—besides warning you when the
water's low.

It draws cold air into the radiator—sucks out the hot, and
condenses the vapor back into water for recirculation.

You'll sell a lot of these at \$6.00 apiece and every one you
sell pays you a good net profit. Write for very liberal sales
proposition—dealers and jobbers, write now.

Mayer Auto Specialty Company

Makers of Masco Ideal Splash Fender
452 Ellicott Square Buffalo, N. Y.

Brown-Portable

"BUILT TO FIT THE JOB"

MATERIALS-HANDLING-APPLIANCES

Originators of and Only Manufacturing Engi-
neers Specializing Entirely on Sectional and
Portable Machinery for the Rapid and Low
Cost Handling of Bulk and Packed Commodities.

Ask for Bulletin H-45.

10 So. La Salle St., Chicago
30 Church St., New York

1½, 2, 3½ and 5 Ton WORM DRIVE Models

Write for full information

SELDEN TRUCK CORPORATION.
ROCHESTER, N. Y., U. S. A.

Selden Motor Trucks



If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash: Novelty of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

FOR LEASE—Separate buildings or space to suit, with lighterage and railroad facilities; located on Brooklyn, N. Y., waterfront; exceptionally well adapted for assembling and distributing merchandise. Address P. O. Box 158, care of DISTRIBUTION & WAREHOUSING, 239 West 39th Street, New York.

20% Feed Bill Saver

This means if at present you are feeding 4 qts. to each horse per meal, by feeding crushed oats you save 2.4 qts. The yearly saving is 27 bushels, and figuring oats at 55 cents per bushel means \$15.00 saved on each horse. Just multiply this on each horse you have.

Crushed oats produce bone and muscle and keep horses in better working trim with more staying power, because Crushed Oats gain over whole oats from 15 to 25 per cent in nutriment.

The National is the most economical crusher to do this work—the power consumed costing about 10 cents per horse per month. It frees the food from foreign particles. This crusher will crack corn at the time it's crushing oats. Write for our money-saving booklet on crushed oats feeding—it's free. Write now.

National Oat and Corn Crusher

made by Excel Mfg. Co., Pottersville, N. J.



BUCKIN FURNITURE PADS

Strong Khaki Canvas, Stitched Both Ways
18 x 72 36 x 72 54 x 72 72 x 72

THE N. Y. TENT & TARPAULIN CO.

Successors to Tent Dept. of Foster & Stewart Co.

388 ATLANTIC AVE.

BROOKLYN

More efficient—less expensive—better distribution than elevators. Anybody can operate them—any time—day or night.

VOLNEY W. MASON & CO. INC.

Established 1860 Telephone, Gaspee 1211 Incorporated 1902
PROVIDENCE, R. I., U. S. A.

Address all communications to us.

Patent Whip Hoists

MOTOR OR BELT DRIVEN

"In use at—"
New Bedford Storage Warehouse Co.,
Terminal Warehouse Co., Prov., R.I.
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Boston, Mass.
New York Dock Co., Brooklyn, N. Y.
Crimmins & Peirce, Boston, Mass.
New Bedford, Mass.
Borden Condensed Milk Co., New York City.
Edgystone Mfg. Co., Phila., Pa.
Jamestown Worsted Mills, Jamestown, N. Y.

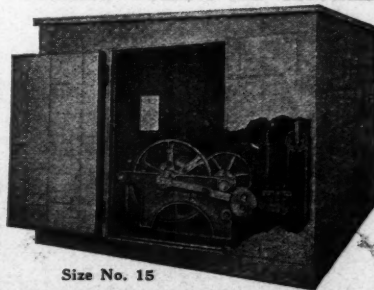
For Mills, Docks, Cotton and Woolen Warehouses, etc.

EXPRESS SERVICE—200-400 feet per minute

SEVERAL THOUSAND IN USE

FRICTION PULLEYS AND CLUTCHES

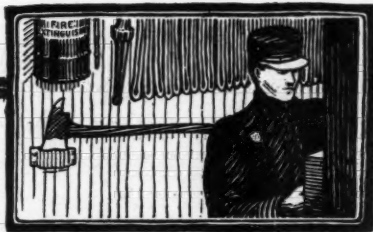
It
Will
Pay
To
Look
Into
This



Any
?
Will
Receive
Prompt
Reply

Size No. 15

1500 lb. Whip in Pent House of
The Charles River Stores, Beverly St., Boston, Mass.
Sizes—500 lb., 1000 lb., 1500 lb., 2000 lb.



YOU equip to cut fire risks and reduce your insurance charges. Equip with economical, "gas-less" Walker Trucks, and you can garage them in your warehouse without increasing the insurance rate.

With ignition fuel eliminated, Walker Electrics are rated by insurance authorities as safe as hand-trucks. Their quick "pickup" and sure control make them ideal trucks for city haulage. Simple, high grade mechanism produces power economies impossible in a "gas" truck—greatly reducing final haulage cost. Write today for names of warehouse men who keep re-ordering Walkers.

WALKER *Electric* TRUCKS LOWEST TRUCKING COST

WALKER
VEHICLE
COMPANY
CHICAGO
NEW YORK
BOSTON
PHILADELPHIA
BUFFALO

AMERICA'S
LARGEST
MANUFACTURERS OF
ELECTRIC
TRUCKS &
TRACTORS



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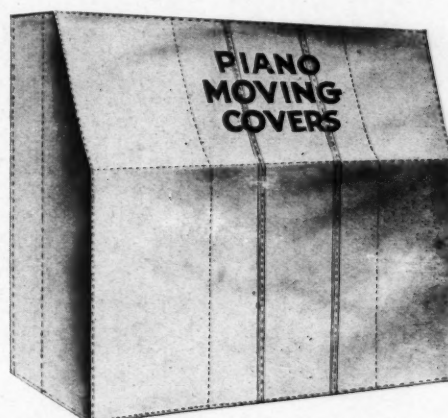
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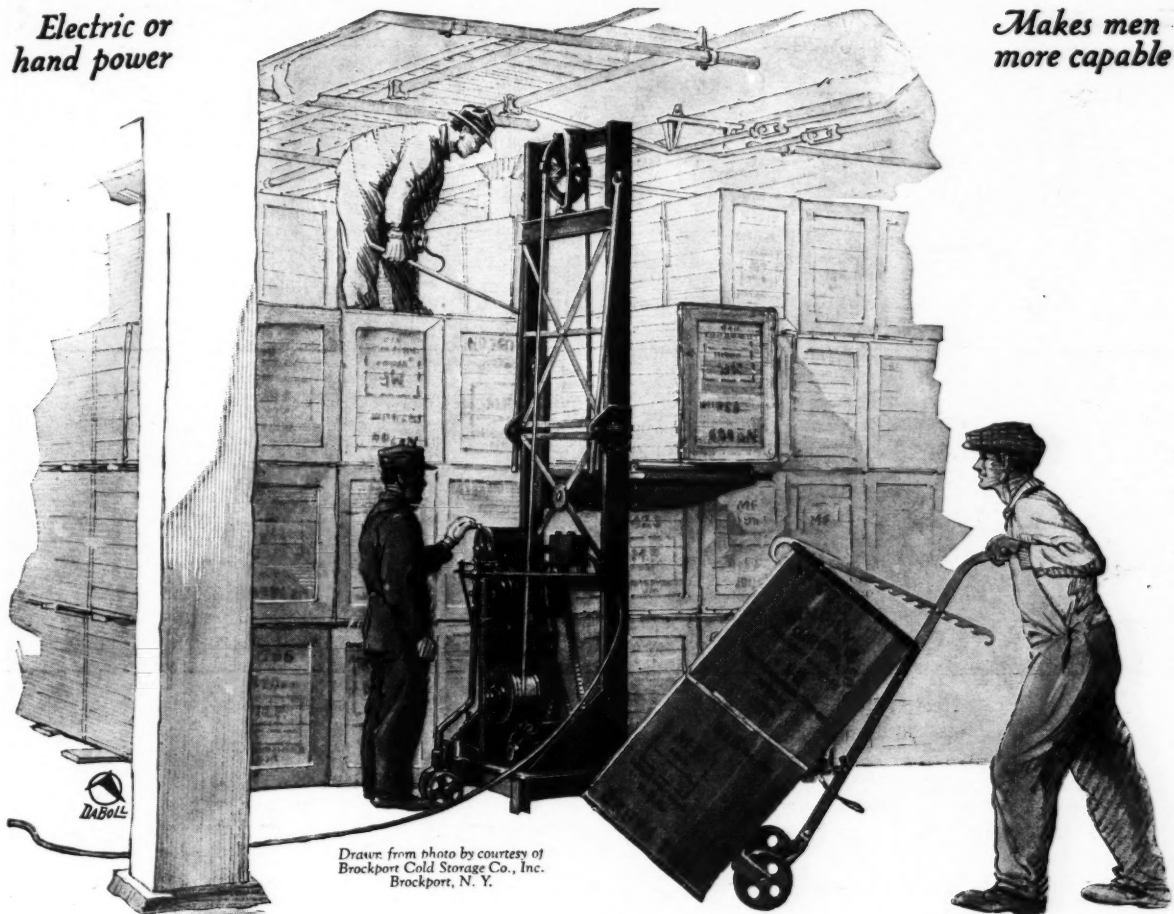
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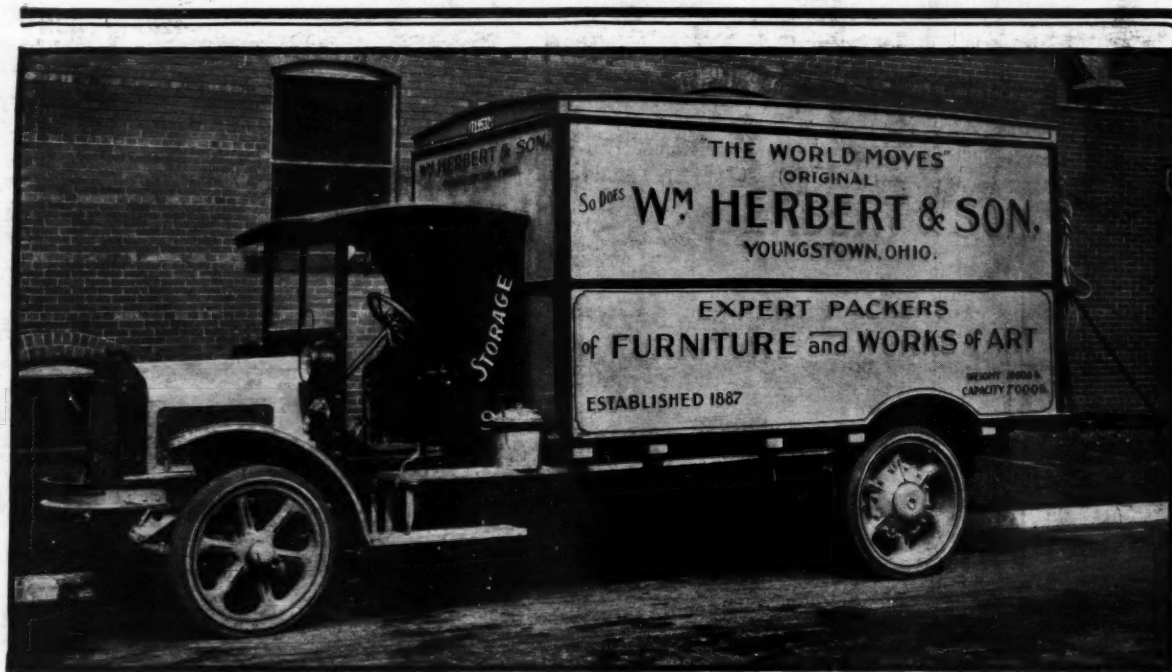
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